

TECHNOLOGY DEPT.



PIERCE SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



MAY
1951

A Candy Mansion With A Unique Coating Line
Point-Of-Purchase Material As Used For Candy
The Report On The AMA Packaging Conference
Marshmallows And Their Manufacture—Lesson 7

Original contract to be held by buyer. The duplicate to be returned to seller.

CONTRACT New York —

Contract No. — *Sterwin Chemicals Inc.*
SUBSIDIARY OF STERLING DRUG INC.
 1450 BROADWAY
 NEW YORK 18, N. Y.

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STYLE AND SIZE OF PACKAGES	
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ASK THE MAN WHO SIGNED ONE

ZIMCO

Vanillin

Consult your
Flavor Supplier

No contracts are made in excess of our capacity to supply, barring strikes, government regulations, etc. Contracts enable us to properly organize and execute production. A Sterwin contract insures your supply of Zimco Vanillin within limits of your actual requirements.

Our distribution is handled by our own sales organization with district offices covering the entire U.S.A. A limited number of long established, recognized dealers also handle our Zimco Vanillin in bulk.

Flavor manufacturers are your best source of flavors in finished form ready for use in your products.

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Manufactured Direct from Factory, Rothschild, Wisconsin

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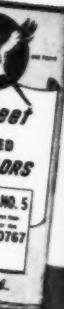
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GOOD LOOK!



Take a good look at

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Utilizing new materials developed in our unusual processing of citrus oils, we have developed a series of imitation citrus flavors that are remarkable for imparting superbly natural flavor to finished confections.

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U-m-m-m! That's really super!

Makes my mouth water just to think
about it . . . Which is just about the

consensus of opinion among those
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Fact is, those who have come to
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Samples? Yes, gladly. A note on
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goods in which you wish to try this
NEW STRAWBERRY effect will
bring free test samples promptly.

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*St. Louis, Missouri, *Toronto, Canada and *Mexico, D. F. FACTORY: Clifton, N. J.



The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

MAY
Vol. XXXI

1951
No. 5

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FOUNDER

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Pioneer Specialized Publication for Confectionery Manufacturers Plant Management, Production methods, Materials, Equipment, Purchasing Sales, Merchandising.

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COVER: This month's cover represents a new package in the making. The box shown in the background of chocopate and ivory coated candies is one of the final sketches of the new box cover being made to sell the Candy Mansion idea as part of the Hebert candy merchandising program.

Published Monthly on the 5th by The Manufacturing Confectioner Publishing Company, publishers of *The Manufacturing Confectioner*—*The Blue Book*—*The Candy Buyers' Directory*—*Candy Merchandising*. Executive offices: 9 South Clinton Street, Chicago 6, Illinois. Telephone Franklin 2-6369. Eastern offices: 303 West 42nd Street, New York City 18, N. Y. Telephone Circle 6-6456. Publication Office: Pontiac, Illinois. Copyright, 1951, Prudence W. Allured. All rights reserved. Subscription price: One Year, \$3.00. Two years, \$5.00. Per copy, 35c, except September "Purchasing Executive Issue": \$2.00. In ordering change of address, give both old and new address. Entered as Second Class Matter, April 20, 1939, at the Post Office at Pontiac, Illinois, under the Act of March 3, 1897. Member: National Confectioner's Ass'n. Western Confectionery Salesmen's Ass'n. National Candy Wholesalers Ass'n. Audit Bureau of Circulations. Foreign Subscriptions: One Year, \$4.00. Two years, \$7.00. Canadian Subscriptions: same as U. S.

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National Equipment
cordially invites you to a special
Exhibition and Power Demonstration
of the industry's

Most Complete Line of
Confectionery Machines

BOOTHS 32-33-34-35

N. C. A. Exposition

June 4th - 7th

Hotel Stevens, Chicago

NATIONAL EQUIPMENT TESTER MACHINES

STARCH DEPARTMENT

Mogul Model M-100
D-100 Depositor
"Silvretone" Hydro-Seal Pump Bar
Cherry Dropper
Continuous Cream Cooler and Beater
Sugar Sander
Colseth Truck

CHOCOLATE DIPPING DEPARTMENT

Enrober (16", 24", 34", 42" sizes)
Automatic Beltless Feeder
Bottomer
Cooler and Packer
Multiple-Tier Cooler & Packer
Continuous Automatic Tempering Unit
Chocolate Melting Kettle (650, 1250, 2500 lbs. cap.)
Automatic Thin Mint Unit
Bon Bon Coater and Plaque Delivered System
Double Enrober
Kihlgren Decorator
Spindle Decorator
Automatic Decorator

HARD CANDY DEPARTMENT

Continuous Cooker
Batch Mixer
Jacketed Stainless Steel Kettles

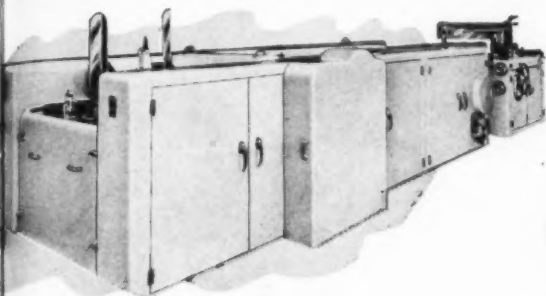
CHOCOLATE MAKING DEPARTMENT

National Disc Process for Liquor Grinding
National Disc Process for Coating
National Simplex Steel Starch Buck
Chocolate Depositor
Double Acting Nougat Kettle
National Triple Mill
Peanut Blancher
Peanut Butter Grinding & Emulsifying Equipment

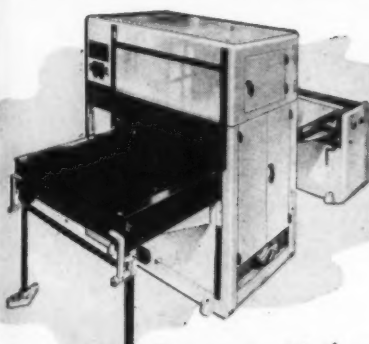
Wandy Equipment Developments To Be Demonstrated at N. C. A. Exposition

TESTED AND PROVEN DEPENDABILITY

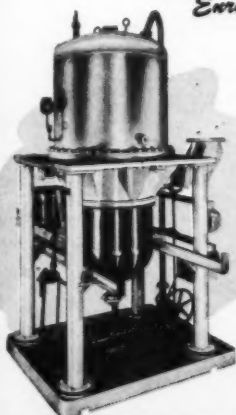
Repeat orders for National Equipment is proof of their amazing performance record and absolute dependability to increase your plant's productive effectiveness and lower labor costs.



ALL-NEW ALL-STEEL HEAVY-DUTY
NATIONAL MOGIL MODEL M-100



New NATIONAL "Cleanlined"
SANITARY HIGH GLOSS
Enrober



Many newly designed machines to be exhibited FOR THE FIRST TIME

16" Enrober Unit
Hard Candy Batch Mixer
Sugar Sander

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SEE NATIONAL EQUIPMENT'S ENGINEERS

Our engineers will be at the booths at all times ready to give you ON-THE-SPOT technical consultation and engineering details to meet your individual requirements.

**ORDERS PLACED NOW WILL BE FILLED IN TIME TO
MEET YOUR FALL PRODUCTION REQUIREMENTS**

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Faithfully



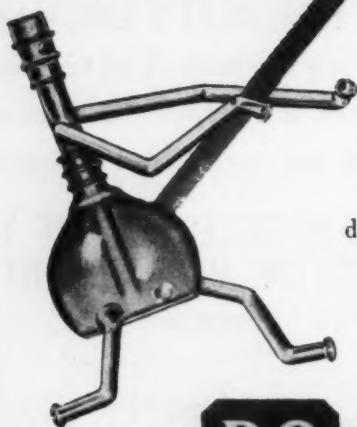
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NATIONAL EQUIPMENT CORPORATION

153-157 Crosby Street

New York 12, N. Y.

good flavor
is the best
wrapper
in the
world



Sure, the outside wrapper should be attractive, colorful, arresting . . . but make doubly sure that **GOOD FLAVOR, QUALITY FLAVOR** is the **basic** ingredient of your candy. An outside wrapper does not create **repeat sales**—but good flavor does!

For **remembrance value**, for **repeat sales**, for **climbing sales** look to D & O Flavors . . .

The best wrapper in the world for your candy.

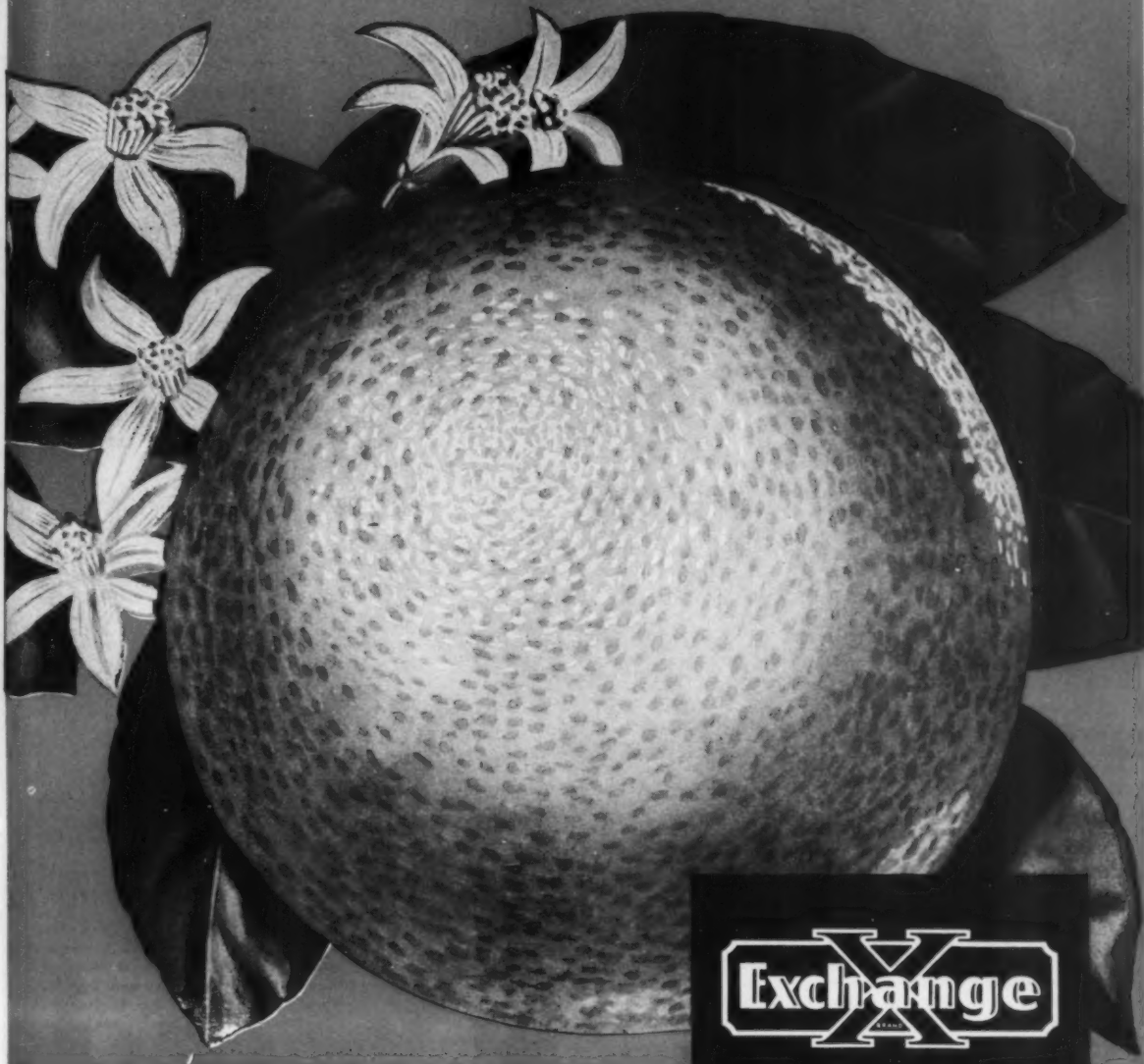


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MORE ORANGE FLAVOR!



Flavor is the thing that makes your product stand out from others. And Exchange Oil of Orange *has* the flavor...that distinctive and preferred taste unique to oranges grown in the sunny, sheltered valleys of California.

Try Exchange Oil of Orange for yourself. Give it all your tests for *quality, uniformity* and *strength*. You'll like it...and you'll buy it!

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Producing Plant:

The Exchange Orange Products Co., Ontario, Calif.

Speed PRODUCTION with **GREER**

CHOCOLATE COATING
AND COOLING LINE

1951—Glossmaster Model



Act Now for 1951 Production

Now you can produce from 500 to 7,000 pounds of chocolate coated goods per working day, on one Greer chocolate coating and cooling line, and meet these rates with the fully sanitary conditions of show-room styled surroundings.

The new Greer Glossmaster line features the exclusive counterbalanced coater, made to permit a girl to operate it. Hinged to open, both blower section and wire belt section can be quickly lifted for changeover or cleaning. The heavy, fillet welded, sanitary, jacketed and fully accessible tank has a capacity of 250 pounds and an electric heater to hold continuous temper.

Goods are carried on a stainless steel wire belt, through a curtain of tempered chocolate, readily adjusted by a stainless steel, easily removed, flow pan. The wire belt need not be removed for cleaning the tank.

Excess chocolate is removed by a motor driven, slant adjustable blower, and this unit also is easily disassembled for cleaning.

Supplementing the chocolate coater, and designed for maximum production, the Greer automatic feeder, continuous bottomer and fast setting cold slab, work as integral units of the complete line. A stringing table and cooling tunnel provide fully continuous operation from feeding to bulk box packing, or as in illustration to final packing of selected items.

Orders are being accepted for prompt delivery of 16" and 24" belt width equipment. If you are considering new equipment for 1951 write or wire collect for bulletin 6A-MC today.

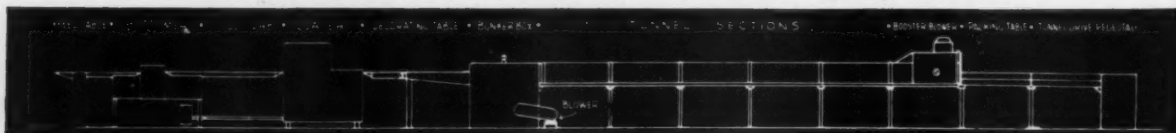
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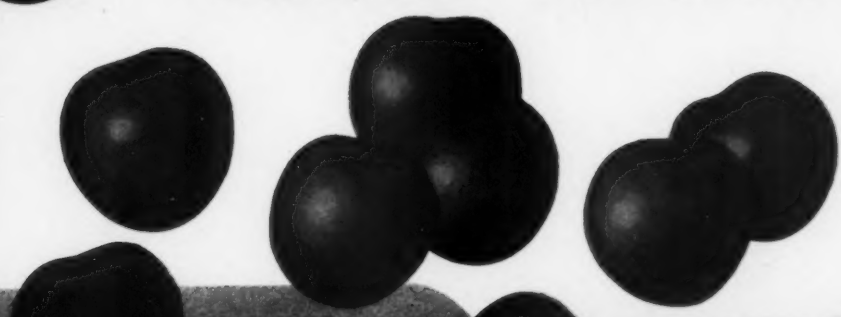
SALES AND ENGINEERING OFFICES: NEW YORK, N.Y. • CHICAGO, ILL. • BURBANK, CALIF.

Continuous Chocolate Coating and Cooling Equipment





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Dipping Cherries

Careful processing and precise laboratory control is your guarantee of dipping cherries that are second to none in flavor and appearance. And each cherry is accurately sized to meet your specifications. This uniformity in flavor and size means lower costs through continuous, safe production.

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Booth 404

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& SONS CO.

Since 1910

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FRUITS, FLAVORS & EXTRACTS

This Walter Baker service guarantees you the best in chocolate coatings



Service on the spot: These Walter Baker technicians check the condition of chocolate coatings emerging from a cooling tunnel.

Experienced manufacturers know that the handling of chocolate is as important as the product itself.

Take the case of one large Midwestern company. They wanted to improve the gloss and "drying time" of their chocolate, and asked Walter Baker consultant Walter Kansteiner what to do about it.

Call for Help

Walter Kansteiner did what every Walter Baker representative does when he's faced with a specialized problem. He called in Baker's Technical Service Staff to spend several days investigating the design of the firm's cooling tunnels. Everything was

checked: air baffles; tunnel sizes and lengths; temperatures; and a score of other details.

On-the-Job Changes

The recommended changes in equipment and design were tried out while the plant continued in full production. And they materially improved the company's chocolate output... at no additional expense!

Because of this service, you can always be sure that a Walter Baker chocolate consultant can help you achieve the best in chocolate coatings... with the best in fine chocolate—Walter Baker's!

Products of General Foods



The First Name in Chocolate... The Finest Name in Service

WALTER BAKER'S CHOCOLATE COATINGS

Walter Baker Chocolate and Cocoa Division of General Foods Corporation, Dorchester 24, Mass.

Sales offices in Chicago, Cleveland, Detroit, Los Angeles, New York, Philadelphia. Brokers in all principal cities.

The nation's
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Favorite candies, famous names, familiar labels . . . and on hundreds you'll find that magic word "almonds". Are you on the Almond Hit Parade? Prices are favorable, supplies available all year *every* year. You can depend on California's Blue Diamonds . . . most famous name in almonds.

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SACRAMENTO, CALIFORNIA
Sales Offices, Chicago and New York.



*... and leading candy makers
know they can depend on*
**BLUE DIAMOND
ALMONDS!**



5 ROLL REFINER H. M. S.

To Give Your Customers, Too, the *Finest* Chocolate

*Refines to the Greatest Fineness Ever
Obtained—for a Smoother Chocolate*



CHECK THESE ADVANTAGES

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- ✓
Maximum, Uninter-
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- ✓
Greatest Ease of
Operation
- ✓
Perfect Control

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processing equipment
including THE WELL-
KNOWN BRAMLEY
MILL.

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This Catalog!*

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CHICAGO
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Let STALEY'S Experience Guide You to—

HIGHER QUALITY ON YOUR FINISHED PRODUCTS

CORN SYRUP

Staley's Crystal 43 Corn Syrup Unmixed—A high quality standard Confectioners Corn Syrup.

1. Prevents crystallization.
2. Adds body.
3. Supplies food solids at minimum cost.
4. Dependable cooking characteristics.
5. Adaptable to all standard candy formulas.

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Staley's enzyme-converted sweetener brings these benefits to your finished products at LESS COST:

1. Prevents crystallization.
2. Retains moisture.
3. Doesn't mask flavors.
4. Adds sweet food solids.
5. Boils faster, whips lighter.
6. Costs less to use.



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DECATUR, ILL., U. S. A.

* Sweetose is a trade mark of the A. E. Staley Mfg. Co., Decatur, Ill. Registered in the U. S. Pat. Office.

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1. ECLIPSE "F"—medium fluidity—for firmer textured jellies.
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1. Standard—ordinary Corn Starch.
2. Special—recommended because it is almost dustless (treated with oil to reduce dust).



OUR TECHNICAL STAFF IS
READY TO CONSULT WITH YOU
WITHOUT OBLIGATION!

LECITHIN

Staley's "Sta-Sol" Lecithin Concentrate, extracted from soybean oil, gives your finished products these benefits:

1. Faster mixing.
2. More complete mixing.
3. Less grainage with age.
4. Fresh flavor longer.
5. No dryness in chewing types.
6. Reduces viscosity in chocolate coatings.

Serving the
Confectionery Industry
for over 30 years

WHAT THE SPANGLER CANDY COMPANY OF BRYAN, OHIO, SAYS ABOUT LIQUID SUGAR



Our location away from the East Coast cane sugar suppliers has never been a handicap. In fact, the delivery of our Flo-Sweet Liquid Sugar is so regular and so prompt we could be right around the corner from the plant. This service has been of great satisfaction to us.

Using Flo-Sweet has meant regular, increased savings, too, because the Flo-Sweet method of delivery, handling and storage of sugar has cut manpower requirements to a minimum in this department.

NORMAN SPANGLER
Spangler Candy Company
Bryan, Ohio

WHEN YOU USE FLO-SWEET,[®] YOU GET IMPORTANT SAVINGS IN MANPOWER

When your sugar deliveries are to the kettle instead of to the curb, your sugar handling costs become sugar handling savings. The simple Flo-Sweet Liquid Sugar method of delivery, handling and storage keeps manpower requirements at a minimum and that saves you time, trouble, and money.

You just can't beat the fact that 3 clean mechanical steps replace 10 back-breaking storage and handling operations.

HERE'S THE SIMPLIFIED FLO-SWEET LIQUID SUGAR METHOD

- ▶ **Receiving Department**—One man pumps Flo-Sweet through closed pipelines into your storage tanks.
 - ▶ **Warehouse**—With Flo-Sweet, there is no labor needed.
 - ▶ **Syrup Room**—Flo-Sweet f-l-o-w-s through sealed pipelines right into the process. One valve to turn—measured automatically—no contamination loss.
- Flo-Sweet also cuts processing time: no waiting for dissolving, always an even mix.
- ▶ **Supervision**—With Flo-Sweet, a minimum, if any, supervision is required.



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PIONEERS IN LIQUID SUGAR FOR SAVINGS, SANITATION AND SERVICE

SUGAR

the true economy
of finer quality



**MADE THE NEW
MAGNA-WAY
TO GIVE YOU MORE
IN FLAVOR VALUE!**

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The Magna process brings you more intense, true-orange flavor per pound. That's *real* economy.

But that's not all! With prices for all other ingredients at the highest levels in years, you'll be delighted to find that MAGNA ORANGE OIL is not only the *best*, but probably the most *inexpensive* quality oil you can buy. Try it! Write for Schedule of Prices today!

*investigate these
great MAGNA
CITRUS OILS*

All made the Magna-way to give you more flavor-goodness for your money!

MAGNA LEMON OIL (Amer. U.S.P.)

MAGNA LIME OIL (Exp. or Dist.)

MAGNA GRAPEFRUIT OIL (Exp. Amer.)

MAGNA TANGERINE OIL (Exp. Amer.)



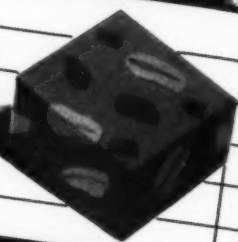
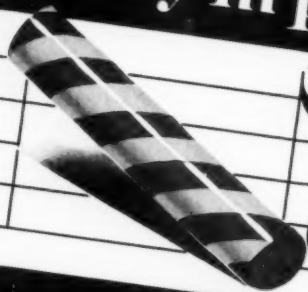
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SAN FRANCISCO: BRAUN-KNECHT-HEIMANN CO.



symphony of flavor



to win customer favor

MAGNA Flavors BY MM&R

MAGNA-fy the goodness of your confections

*28 WAYS TO BUILD CONSUMER PREFERENCE

- | | |
|-------------------------------------|---------------------------------|
| *Magna Apple | *Magna Maple Extra |
| *Magna Banana | *Magna Maraschino Base "C" |
| *Magna Burnt Almond | *Magna Pineapple, Pineapco Type |
| *Magna Butter, Oil Soluble "D" Type | *Magna Raspberry No. 6 |
| *Magna Buvan (Butter-Vanilla) | *Magna Roman Punch |
| *Magna Butterscotch | *Magna Root Beer "B" Type |
| *Magna Cherry | *Magna Root Beer "C" Type |
| *Magna Wild Cherry | *Magna Southern Fruit |
| *Magna Coconut A F | *Magna Strawberry No. 6 |
| *Magna Grape M | *Magna Tropic |
| *Magna Grenadine CC | *Magna Tutti Frutti |
| *Magna Honey | *Magna Vanilla Base 8-Fold |
| *Magna Jamaica Rum | *Magna Vanilla Base 16-Fold |
| *Magna Maple Concrete | *Magna Walnut, Black |
| | *Imitation Flavor |

Write for Complete Information and Schedule of Prices

HERE are the flavors to make your products sing a siren song of sales... flavors that make customers keep coming back for more! Proof? More confectioners are switching to top-quality Magna Flavors than to any other brand!

There's another reason, too! Good, healthy, dollars-and-cents savings! The greater concentration of Magna Flavors means that you can flavor more batches at the same price! Yet Magna Flavors cost no more! Take your cue from leading national confectioners—switch to Magna Flavors for greater savings, and greater taste appeal!



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LOS ANGELES: BRAUN CORP. • SEATTLE, PORTLAND, SPOKANE: VAN WATERS & ROGERS, INC.
SAN FRANCISCO: BRAUN-KNECHT-HEIMANN CO.



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Model
RP-38



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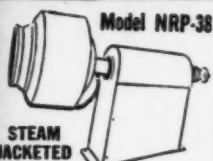
new help to sanitation in candy making . . .

GROEN

STAINLESS STEEL STEAM JACKETED

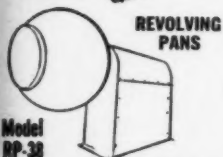
VACUUM PANS

OTHER GROEN CANDY PLANT EQUIPMENT



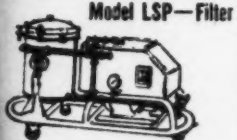
Model NRP-38

STEAM JACKETED

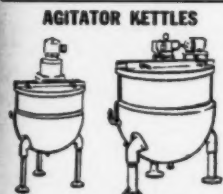


REVOLVING PANS

Model RP-38



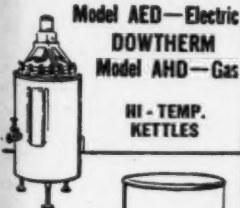
Model LSP—Filter



AGITATOR KETTLES

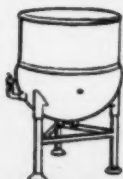
Model TA
Twin Shaft

Model RA
Single Shaft

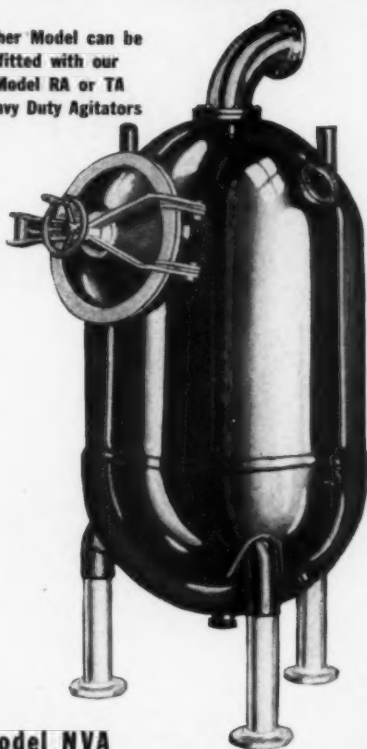


Model AED—Electric
DOWTHERM
Model AHD—Gas
HI-TEMP.
KETTLES

Model N
Kettle



Either Model can be fitted with our Model RA or TA Heavy Duty Agitators



Model NVA

GENERAL-PURPOSE VACUUM KETTLE

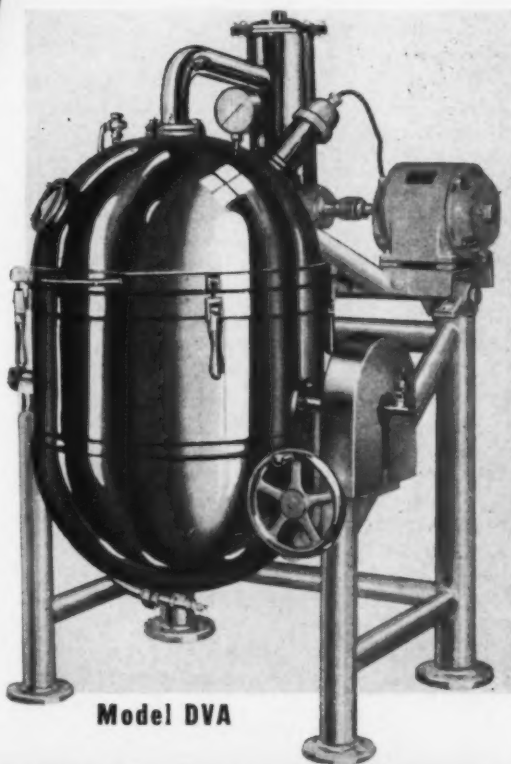
A stationary steam jacketed vacuum cooking kettle intended for general purpose use for fast removal of moisture at low temperature. Excellent craftsmanship and material typical of all GROEN-built units...with thorough sanitation a foremost consideration. A strikingly handsome unit; and its performance is in harmony with its fine appearance.

TILTING VACUUM KETTLE

Model DVA, shown at right, is a tilting-type special purpose vacuum cooking unit. Modern sanitary design throughout. Note the clean-cut, streamlined appearance. Observe the open, unhindered accessibility around and under the unit. Nothing to impede easy cleaning. Everything to simplify complete compliance with the most rigid sanitary codes.

GET DETAILS. WRITE FOR BULLETIN VP-1

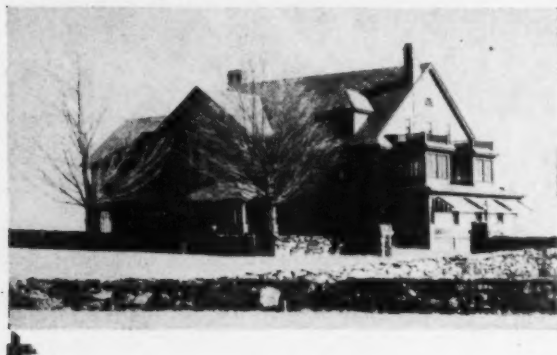
See the famous GROEN candy plant equipment at the N. C. A. EXPOSITION—Stevens Hotel, Chicago—June 4-5-6-7—our Booth 503. Used in producing best known brands for half a century, it has definitely proved its performing ability; and the unit you choose will satisfy your most exacting demands. Strictly sanitary . . . COMPLIES WITH THE MOST RIGID HEALTH DEPT. CODES. Modern design . . . precision engineered to function perfectly in your production line. • And for EXTRA-HIGH-SPEED heating ask about our ROTA-THERM JACKET . . . available on all GROEN Stainless Steel Kettles for super-fast operation.



Model DVA

GROEN MFG. CO., 4529 W. ARMITAGE AVE., CHICAGO, ILL.
WORLD'S LARGEST PRODUCERS OF STAINLESS STEEL STEAM JACKETED KETTLES

SALES OFFICES: 30 Church St., NEW YORK 7; 420 Market St., SAN FRANCISCO 11



Candy Mansion

Thirty-nine years of making good candy, because "good candy creates its own demand," has led to the installation of the most unusual coating line in the candy industry.

This unusual coating line, which is designated to produce equal quantities of chocolate and ivory coatings, simultaneously, consists of fully automatic bottoming, coating and cooling equipment, and is provided with divided tanks for the two kinds of chocolate.

Made of all stainless steel, for showroom-type operation, as well as an aid to complete sanitation and cleanliness, the new coating line is now in use, increasing the production of the famed ivory candies originated by Frederick E. Hebert of Worcester, Massachusetts.

The coating machine, developed by J. W. Greer Company of Cambridge especially for Mr. Hebert, would itself be an interesting story, except for the fact that the story of the business which needed that machine is so much more exciting.

Viewed as a business, the story of Hebert Candies is a story of Mr. Hebert, himself. He has been guided in his operation by the single and firm belief that "good candy creates its own demand." And, as an individual, he has founded his own basis for believing this. Personally, he loves candy in all forms, and, because of his sincere feeling for candy, he seems to have developed a management philosophy that has led to his emphasizing ideas described by the words "pleasingly different."

Everything he has done measures up to this standard. For example, his regular chocolate coated candies use a special chocolate. It has a taste differing from other blends, and a story accounting for the taste. This taste is memorable as the story proves.

Mr. Hebert wanted to recreate, in his own plant, a candy he remembered, based on an impression of candy in childhood. An unforgettable pleasant sensation of a certain taste had lasted through the years. (Each of us may recall a similar experience.)

But how to re-create the candy and achieve the taste again?

Supplementing his own candy making experience by calling upon the resources of a company specializing in candy ingredients, he described the particular piece he had eaten as a boy. The chocolate company referred to their old formulas, and in time established the identity of the ingredients needed to meet his request. As might be expected, this particular recipe was more costly than any modern formula.

About 25 years ago, Mr. Hebert conceived the idea of permitting the customers to watch the candy making process, and moved his candy making equipment to where customers could see it.

Another time, Mr. Hebert had noticed that many new customers were attracted by assortments containing light-colored bonbons with dark or chocolate-coated pieces. He also noticed that repeat orders were more frequent for chocolates than for bonbons. With his "pleasingly different" management philosophy, he developed an idea that a colored or white coating made of chocolate would build more consistent customers.

Putting his idea to work, he soon had the ivory coated candy that he wanted.

Similarly, Mr. Hebert placed his faith in this principle of "difference" when he purchased and opened the large fieldstone mansion on Route 20 in Shrewsbury, Massachusetts. Calling it the Hebert Candy Mansion, he installed the latest in stainless steel equipment, as he made the mansion a showplace of both candy in the making and candy on display.

In every part of the mansion, the visitor or customer (and all visitors become customers) finds the same note of something different, so arranged as to be pleasing.

In the large rooms, formerly used for living room, dining room, and foyer, are wrought iron, glass topped tables—covered completely with boxed and bulk candies of over 70 varieties, as well as numerous special pieces

This month's cover represents a new package in the making. The box shown in the background of chocolate and ivory coated candies is one of the final sketches of the new box cover being made to sell the Candy Mansion idea as part of the Hebert candy merchandising program.

and seasonal items.

A large, glassed-in porch surrounding these rooms, contains stone slab cooling tables, a hard candy cutting machine, and added display tables. The visitor may walk through the porch while candy is being poured, hardened, or cut into chewy bits.

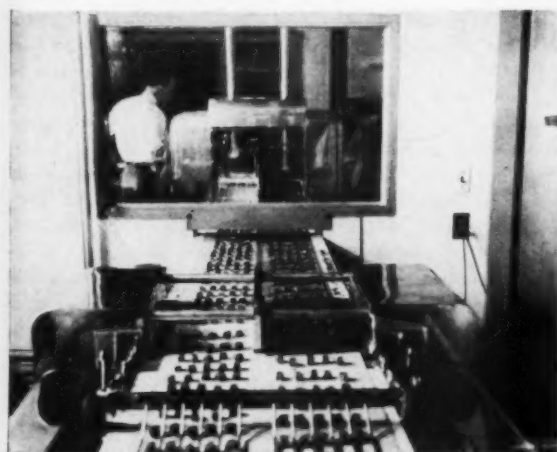
A second porch, closed in, is used for making the centers and candy mixtures used in the various assortments.

In the finished portion of the basement to the house, the visitor finds chocolate coatings being made, while nearby the dark and light chocolate cooling tunnel discharges finished candies to girls who transfer them to bulk boxes for storage.

Also, in this same room, which was formerly a basement "rumpus" room, several girls sit at "Ferris-wheel" like machines used for fancy packing.

Another portion of the basement has been fitted up as a cold storage room, while the opposite end contains the warm room where the Greer-made, double coating machine coats centers, smoothly, with the two-color coatings.

Visitors who arrive while the equipment is at work may watch girls string both dark and white coatings. Making visitors feel at home is a well-developed quality in the Hebert Candy Mansion, and rightly so. Since Mr. Hebert originated the idea of having the customers watch the making of candy, his first innovation, his famous "white chocolates," and the intriguing, new Candy Mansion are worthy successors.



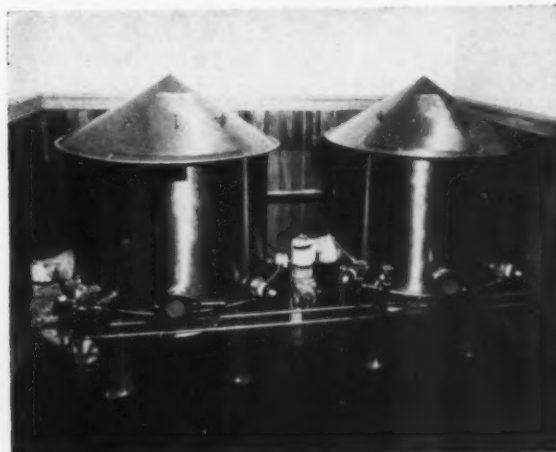
Two color bottomer and cooling slab feeding Greer two color coater. Note window separation between cool feeding room and warm coating room—also stainless steel show room style equip-



Entrance to Hebert Candy Mansion in Shrewsbury, Mass., on the main highway route, Boston to New York.



Living room candy display with boxes of ivory coatings (the candy customers call "white chocolates") in the foreground.



Greer kettles installed in the butler's pantry.

candy making for the beginner: Lesson VII

by ALFRED E. LEIGHTON

Consulting Food Chemist & Candy Technologist

MARSHMALLOWS & THEIR MANUFACTURE

MARSHMALLOWS are aerated candies. The term aerated is applied specifically because air is incorporated into them deliberately by processing procedures. The presence of air, in the form of small bubbles entangled within the body of such candies, gives them a sort of sponge-like texture. This is responsible among other things for the good eating quality and popularity of marshmallows.

In point of fact marshmallows are quite an old confection. They have a history which goes back to the times when our physicians and apothecaries were candy makers of professional necessity. They frequently had to disguise their ill-tasting pills and potions with sweet tasting items—usually honey. Honey was the earliest and the most abundant source of concentrated sweetness known, going back as it does to biblical times.

The earliest examples of marshmallow known, contained a root substance, known as marshmallow. Marshmallow root was credited with possessing soothing powers in coughs, colds, and bronchial conditions. Thus because of these properties, it was mixed with sweeteners, binders such as natural gums, which also served as whipping assistants, and marshmallow was born and delivered by the apothecaries of the day, as a medicinal compound or "confection."

Today, marshmallow is no longer a medicinal but a sweetmeat of great popularity. Marshmallow root is omitted from the formula which has changed with the march of time. Marshmallow is sold in great volume—when properly made, it is a delicious tasting candy. It is firm enough to stand up, yet it is elastic and springy, and tender when eaten. Its manufacture calls for the exercise of care in details—carelessness leads to unsatisfactory results and spoiled goods.

The Ingredients, Their Functions and Use.

Raw material consist of sugar, corn syrup, invert sugar or dextrose occasionally, gelatine, water, egg albumen (as powder or liquid white of eggs) and in some cases vegetable albumens, with or without egg albumen admixtures. Cooking starch and gum arabic are occasionally found in marshmallow formulas.

Sugar. As always, the almost indispensable sweetener. Its proportion or ratio to other sweeteners in the formula,



The MANUFACTURING CONFECTIONER publishes here the seventh in a series of 12 monthly articles on candy making for the beginner. The publisher of the magazine feels these articles will fill a gap existing in the confectionery world caused by the prevalence of departmentalization in manufacturing operations. This has discouraged the all

around candy maker to the point where as a craftsman—he is a fast vanishing entity. The series is designed exclusively for the beginner to better his understanding of the function of ingredients and the "why's" of candy making. The course has been prepared by Alfred Leighton, consulting food chemist and candy technologist. He is a well-known figure in the confectionery field.

governs certain texture characteristics such as whether a given formula will finish up as a grained or a chewy confection. Sugar is relied upon to form an outer crust necessary for handling and to prevent pieces from sticking to one another.

Corn Syrup. Doctor, sweetness modifier, body builder gives chewiness—used in excess a producer of toughness. **Invert Sugar.** A tenderizer, doctor, moisture retaining agent.

Dextrose. Sweetness modifier, doctor, a reducer of thickness or heaviness of body—useful in flowing or depositing procedures.

Water. Solvent, responsible for over-all body characteristics. Excessive water content leads to spoilage by supporting fermentation—too little will produce heaviness unless corrected by the presence of dextrose (see above). **Gelatine.** Binder and whipping agent, or assistant thereto. Available either as bone or skin gelatine. Either kind will produce satisfactory results. Good gelatine is of paramount importance. It is an item that should not be economised, but chosen on a quality and performance basis. It should be properly processed so that its properties are fully utilised. That is the only correct economy possible with gelatine. A quick setting gelatine for coated marshmallows (short) and a slower setting item for uncoated goods (stretchy and chewy) is the usual preference.

Egg Albumen. Whipping agent, tenderizer, producer of shorter type marshmallows as opposed to gelatine which provides elasticity and stretchiness. Egg albumen can be bought as powder or flakes for re-constitution, or as liquid egg whites (usually frozen). Good egg albumens, regardless of type, may have a mild henny odor, but they must be free from putrescence, should be readily soluble, not clump excessively when mixed with water, not be so light that they form clouds that wastefully escape into the air when handled. Above all they should whip well and not collapse after whipping.

Vegetable Albumens. Whipping agents—used alone or

in admixture with egg albumen. Their use is growing and the properties sought are that they should behave like their animal counterparts. They are manufactured items and consequently subject to manufacturer's control of quality. They are more apt to be uniform in characteristics and their behaviour more reproducible than the egg albumens.

Cooking Starches and Gums. When present or used in formulation, are to augment the binder effects of low gelatine proportions in economy goods. The qualities sought for in these items are cleanliness and performance. Usually starches are well controlled quality-wise as they are products of corn processors whose standards are high, uniform and reliable. Gums are natural products, sold in grades, qualities, and particle sizes, by the dealers who handle them. Only food grades should be purchased.

A Few Typical Marshmallow Formulas

TYPE	CUT	CAST	COATED	CUT SLAB	STARCH CAST	CHOC. COATED	DROPS
Sugar	12 lbs.	14 lbs.	11½ lbs.	6 lbs.	4¾ lbs.	9½ lbs.	11¾ lbs.
Corn syrup	8 lbs.	7 lbs.	5¾ lbs.	10 lbs.	17 lbs.	7½ lbs.	7¾ lbs.
Dextrose	.....	.....	1¼ lbs.	.....	.....	1 lb. 14 oz.	.....
Invert sugar	.....	.....	.....	4 lbs.	.....	.....	.....
Glycerin	.....	.....	.....	.....	.....	.....	1 lb.
Gelatine	¾ lb.	½ lb.	.....	10 oz.	8½ oz.	9 oz.	8¾ oz.
Egg albumen	.....	4 oz.	9 oz.	.....	.....	4½ oz.	.....
Water	5 pts.	6 pts.	6¼ pts.	5 pts.	5 pts.	5¼ pts.	5¼ pts.
Flavor	1½ oz.	1½ oz.	1½ oz.	1½ oz.	1 fl. oz.	1½ fl. oz.	1½ fl. oz.
	Vanillin	Vanillin	Vanillin	Vanillin	Vanilla	Vanilla	Vanilla

Broadly speaking, marshmallows are of two kinds so far as finishing is concerned. They are either poured for slab cooling and cutting, or cast by being deposited in starch impressions. When slab-cooled they have to finish with approximately the same amount of water content as they do when being poured. On the other hand marshmallows for casting usually contain more water at the time of depositing than they do when removed from the starch. The starch absorbs some of the excess water, and circulating warm air does the rest over a period of holding.

An examination of the formulas given indicates that water is indeed an ingredient of every formula: for it exists in appreciable amount in the finished product. Water should therefore be treated with the same concern that is given to the other ingredients. It must therefore be pure, clean and free from objectionable odors and tastes, otherwise the finished candy will suffer quality-wise. Gelatine as the whipping and binding agent appears in most formulas to the extent varying from 2½ to 3% for cast marshmallows and from 3 to 3½ in cut products. These proportions are based on the total weight of sweeteners in the formulas. Gelatine is sometimes accompanied by the presence of egg albumen or egg albumen—vegetable albumen mixtures. Egg albumen as such possesses excellent whipping characteristics, which tend to provide light short fluffy textures in the products made with it. Its binding properties usually have to be supported with either gelatine or the naturally occurring dextrines of corn syrup. Cooking starches and the natural gums are also used for the purpose of bolstering the low binding effects of egg albumen. Glycerine with its water attracting and retaining qualities, when used, is included to prevent the rapid drying-out of the candy. Invert sugar in controlled amounts provides similar effects, adds to sweetness and tenderness,

and off-sets toughness from high proportions of corn syrup in the formula. It is usually used without cooking, in short textured marshmallows, to avoid inversion which its sometimes slight acidity will produce in boiling. If used at all, it is added at the conclusion of the cooking.

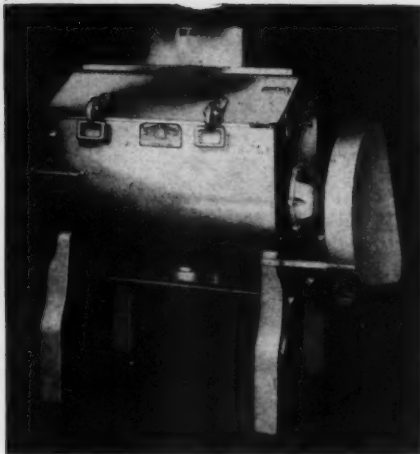
Processes for Making Marshmallows.

Within recent years continuous processes for making marshmallows have gained acceptance in plants geared for volume output. Machines for the purpose have been developed. In continuous processes the ingredients are brought together simultaneously, pre-mixed, metered air incorporated, and the mass whipped and discharged in a continuous stream into suitable collecting vessels. The machines are compact, occupy relatively small floor space, and production is high reaching, as much as 2500



The AMF Glen Mixer

lbs. per hour for some machines. In the smaller factory, or retail candy kitchen, batch processes are the order of the day and will continue to be so for a long time to come. Machinery for making marshmallows in the smaller establishments consists of the regular trough type of marshmallow beater, or the upright mixing ma-

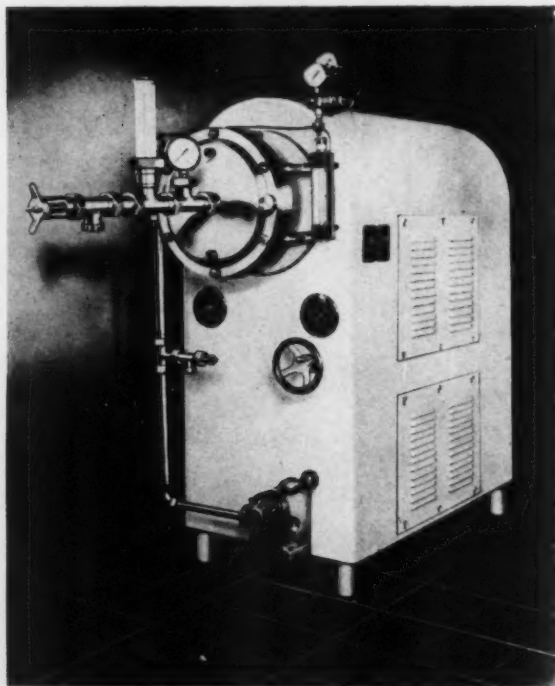


The Savage Sanitary Marshmallow Beater

chine provided with multi-speed wire whips which move around the circumference of the holding bowl while they rotate. They do a good job.

Preparing The Gelatine.

All processes have one thing in common and that is the method of preparing and dissolving the gelatine when used. The best results are obtained when the gelatine is pre-soaked in water until it is soft and pliable. Warm water, part of that to be used in the formula, may be used as a pre-soaking medium. After about one half hour soaking period the mass may be warmed up and stirred while warming to ensure complete solution. The heating period should not be prolonged nor taken above say a temperature of about 160 degrees Fahrenheit. Every particle of gelatine must be dissolved: for undissolved gelatine will not whip and is



Oakes Continuous Marshmallow Mixer and Beater

an economic waste of costly material. Some candy makers prefer just merely to soften the gelatine to pliability, and pour it into the hot syrup part of the formula thereby relying upon the heat of the syrup to effect the complete solution of the gelatine. This method unless carefully performed may overheat the gelatine—over heated gelatine to some extent becomes denatured and loses some of its valued characteristics.

Reconstituting Egg Albumen.

Where egg albumen is part of the formula, that also has to be prepared by making a solution of it in about twice its weight of water. The finer egg albumens are very soluble and will go into solution in about one quarter hour, more or less. Dry albumens permit the use of minimum amounts of water for effecting solution, thereby avoiding the excessive water contents of natural fresh egg whites. Usually the powder is made into a smooth paste with an equal weight of water (part of the formula). The paste is then thinned with one other part of water and after gently blending until uniform the egg albumen solution is ready for use. Containers for making egg albumen solution should be clean, grease free, non rusting. They should never be made of copper, but any other non-rusting metal or crock will do. Flake or granular albumens have to be handled a little differently for best results. The flakes are spread as evenly as possible over the bottom of a wide container, and the water required is poured over them gently or down the side of the container. This care in adding water prevents the shifting of the flakes whereby they would tend to stick together when wet, and slow up the dissolving process. The wet albumen is left undisturbed for a while to soften, and then gently mixed to uniformity. The very coarse flakes may be left to soak overnight after being mixed with their quota of water. The material is stirred and mixed the following morning, strained through a sieve if necessary, and is then ready for use. Undissolved albumen will not whip and is wasteful. Any one of the albumen grades may be added directly to water if added through a sieve and care taken to prevent lumping when the material comes in contact with the necessary water in the container.

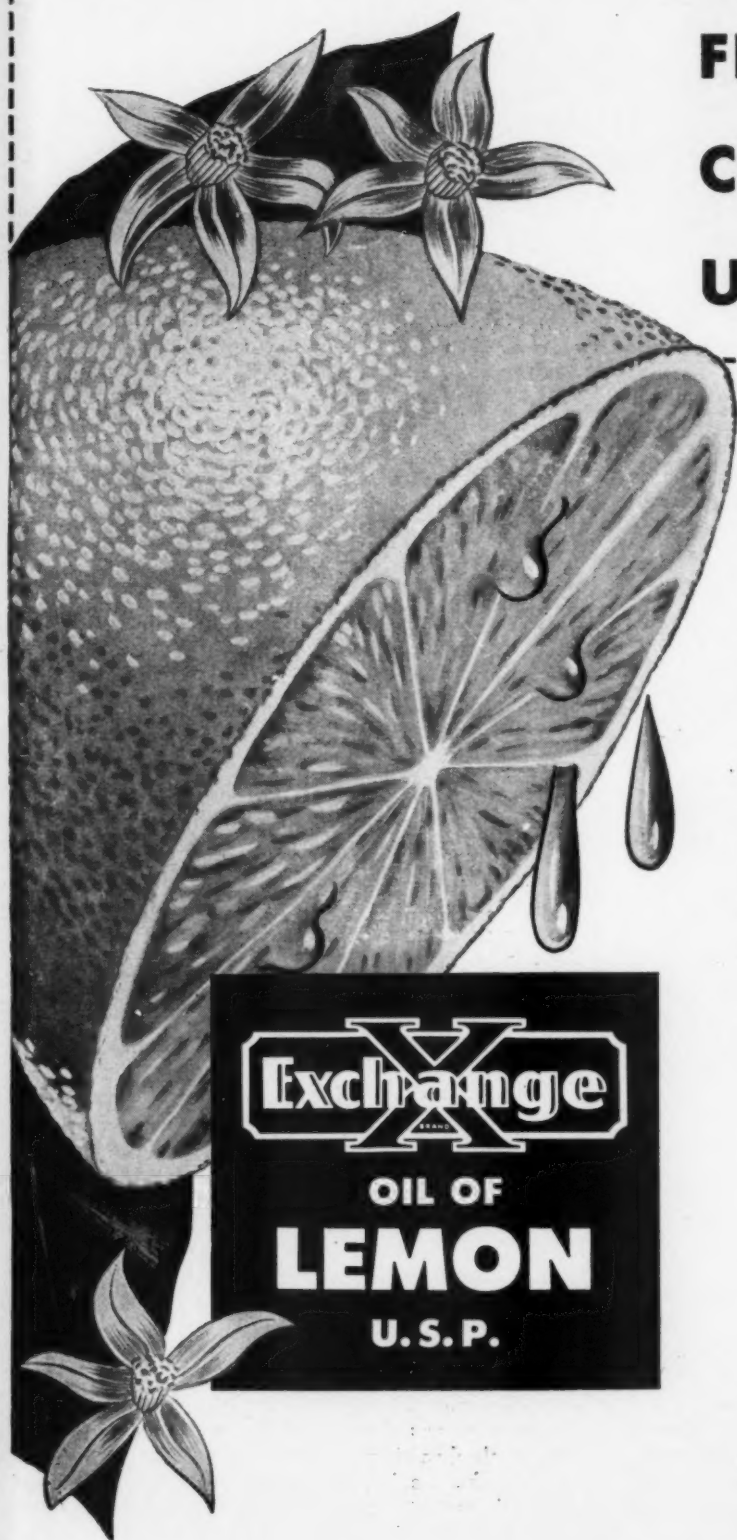
The preparation of the gelatine, and egg albumen if used, are preliminaries to the next part of the process. This consists in bringing the sugar into solution under heat in presence of the balance of the water which the formula calls for, and which has not been used to pre-soak the gelatine or make the egg albumen solution. Fine granulated sugar being more easily soluble in small quantities of water is preferred in this part of the process. The corn syrup is added next and the mixture cooked to a temperature of about 240 degrees Fahrenheit depending on the formula. The hot syrup is then transferred to the marshmallow beater, the beaters set in motion and the gelatine added in a stream. If egg albumens are called for they are added at this stage and the beating continued until the mass is well aerated. The end point is determined by weighing the contents of a tared gallon measure filled with the marshmallow under process. Usually a weight corresponding to from half to one third of the weight of the mixed syrup that would fill the same measure before beating, is taken as the desired end point. This means that the syrup has been aerated to the extent that it occupies from twice

8 out of 10 say it's best for

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to three times its original volume. During the process of beating or just before the end, flavor is added and mixed in. The finished marshmallow is then dropped or emptied into starched kettles or holders, to be transported to cooling slabs or depositors. As previously mentioned an alternative way of adding the gelatine to the syrup mixture, adopted by some candy makers is to pour the pliable gelatine into the hot syrup and mix until the heat of the syrup has dissolved the gelatine particles. It is then transferred to the marshmallow beater as previously described. This method may not be so desirable for reasons outlined in the text and for the additional reason that in the larger volume of syrup, undissolved small particles of gelatine may escape detection and not provide their strength to the whipping operation.

The finishing process from then on depends upon the type of marshmallow that is desired. If the item is to be cut and slab cooled the warm confection is poured and spread over greased slabs or into kraft-paper lined trays. If a coconut marshmallow is to be made the trays can be surface sprinkled with fine cocoanut before receiving the candy. After a lapse of about five hours the sheets of marshmallow are cut with a wet circular knife and thrown into fine sugar, sugar-starched mixtures, or cocoanut as the case may be, until all exposed surfaces are covered. The dusted confection is allowed to stand for another period up to 15 hours for additional drying before packing. A dusting with rice flour is preferred for those items that are to be chocolate covered.

Cast marshmallow is deposited from the warm hopper of the machine into warm dry starch. The deposited candy is covered by sieving starch over the surface to even up the drying, and placed on one side in the drying room overnight, to crust. The starch is cleaned off the following morning and the candy again dusted this time with a 50-50 four X sugar-starch mixture before packing.

Some Things To Remember When Making Marshmallows.

1. The texture can vary from tenacious chewy somewhat rubbery item obtained with gelatine, to a short-rapidly-dissolving-in-the-mouth confection, yielded by egg albumen. By combining the two whipping agents in suitable proportions—the texture can be controlled to any desired degree.
2. Use quick setting gelatine for short tender coated items.
3. Uncoated items call for a slower setting gelatine which provides stretch.
4. Allow heat to escape through proper openings in beater: for fast results in whipping don't imprison the heat.
5. Don't attempt to thin marshmallow with water or fermentation will develop.
6. Average marshmallow will weigh about 4 lbs. or slightly less to the gallon.
7. Watch sanitation—keep starch clean—reserve it for marshmallow making. Sanitise all equipment and utensils with reliable food grade sanitiser, before using them, and at the end of each working day to avoid fermentation trouble. Marshmallows are easy to make, but hard to keep right unless made carefully.

Some Things To Remember When Finishing Marshmallows.

1. When casting—cast in warm starch about 90 degrees—marshmallow can be about 95 degrees Fahrenheit. Starch which is too warm, or marshmallow which is too hot when casting, will imprison heat and cause unsightly starch crusting.
2. Casting room temperature at or about 76 is alright—relative humidity should be 50% for best results. Leave fresh castings in that temperature for about an hour to equalise before transferring starch trays to drying room. Sieve warm dry starch over deposits for the same reason.
3. Maintain drying room at about 135 degrees. Have exhaust fan working to assist drying. Leave starch trays in drying room overnight.
4. Brush marshmallows free from starch before packing, but dust with a 50-50 4X sugar-starch mixture to prevent pieces sticking to one another.
5. Goods to be chocolate coated (after dusting with rice flour) should be coated or dipped without undue delay.

To be continued: Next installment will provide practical exercises in marshmallow making, and deal with nougat manufacture.

Dr. W. D. Horne Honored by Dinner

Dr. William Dodge Horne, one of the nation's foremost sugar chemists, was honored by a dinner in Boston on April 4, during the 119th national meeting of the American Chemical Society. Dr. Robert C. Hockett, scientific director of the Sugar Research Foundation, Inc., served both as chairman of the testimonial dinner committee and as toastmaster for the occasion. Of the hundred persons attending were sugar chemists from all over the nation and from Canada, as well as a number of representatives of the candy industry.

Dr. Horne who is now 86 is a past chairman and the only living charter member of the Society's Division of Sugar Chemistry. He has just completed a history of the division which is to be published in connection with the Society's Diamond Jubilee celebration to be held in Chicago in September of this year.

Principal speaker for the dinner was Dr. F. W. Zerban of the New York Sugar Trade Laboratory. Other speakers included Alfred M. Niese, vice president of the National Sugar Refining Company, whose father was formerly associated with Dr. Horne; Dr. Frederick J. Bates, recently with the Bureau of Standards; and Dr. George B. Meade, from the Colonial Sugar refinery at Gramercy, Louisiana, who studied under Dr. Horne early in his career.

Following a period from 1886 to 1925 as chemist of the National Sugar Refining Company, Dr. Horne was a chemical engineer for the Hershey Chocolate Company, and set up the sugar production for Hershey in Cuba.

Since 1930 he has been a consulting chemist and bacteriologist. Dr. Horne developed the method now used for clarifying the juices from crushed cane, which employs a compound known as dry subacetate of lead. He also evolved and improved methods for determining moisture, sulfur dioxide, and color in sugar products, and made important contributions to the design of process equipment used in the sugar industry.

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COCONUT NEWS & PREVIEWS

By Charles B. de Maya
Mgr. Franklin Baker Laboratories

and Max E. Ruehrmund
Mgr. Franklin Baker Industrial Service Laboratory

COCONUT PRODUCTION IN THE PHILIPPINES

Coconut shipment figures from the Philippines for the first quarter of 1951 show that Coconut exports were the lowest since 1947. The major factor in this reduction has been the high cost of whole coconuts in the Philippines in relation to U. S. selling prices. Exports of desiccated coconut for the period were 18,989,985 pounds, compared to 28,182,005 pounds in 1950. Production has increased during April, and current inventories in the United States are sufficient to meet all normal demand until Philippine production has returned to the 1950 rate.

CONFECTIONERS CONVENTION

Coconut Headquarters at the N. C. A. Convention will be at the Franklin Baker Booth, #305, in the Stevens Hotel from June 3 to 7. For any question concerning new Coconut pieces, Coconut sales potentials, or manufacturing problems, see your Franklin Baker Salesman and his Industrial Service representatives at #305.

COCONUT SUMMER BISCUITS

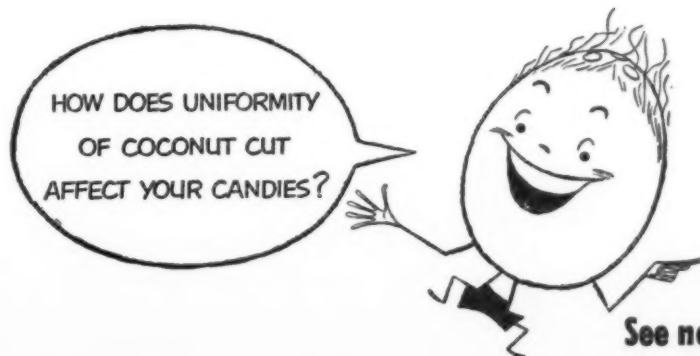
These summertime favorites are noted both for their easy preparation and for their consumer sales appeal. Coconut biscuits can be made on a cookie depositor, or on a slab, using Gem and Creamed Coconut. Run under gas burner for quick toast on top. The result—a delicious confection. Write us for formula.

COCONUT SOFT CENTERS

Many new Coconut soft-center formulas have been developed recently in the Franklin Baker Service Laboratory. These formulas, or modifications of them, have helped many confectioners improve old pieces and, in certain cases, develop completely new ones. In addition, soft-center formulas can be developed to fit particular needs. For further information, contact the Franklin Baker Service Laboratories, Hoboken, N. J.

COCONUT CREAM CHEESE FUDGE

For the retail candy maker, this taste combination has proved to be a successful selling item. Coconut Cream Cheese Fudge is a blend of chocolate, cream cheese, and Tender Fresh Coconut in an easy-to-make combination. Formulas are available on request.



See next page

WHIRLING TEETH AND A FLOUR MILL

How They Help Assure You Of Consistently Perfect Coconut Cuts

Uniformity of the ingredients you use in your candies is as important to you as proper measurements and proportions in your formulae.

This is especially true of an ingredient like coconut. For an unnoticeable discrepancy in the cut size of the coconut you use may have a very noticeable effect on texture, moisture content, syrup absorption—and the flavor of your coconut pieces.

Consistent ingredients make for consistent flavor. And consistent flavor means consistent customers.



The Ideal Way

For the past two months, this bulletin has been taking you on a tour of inspection through an *ideal* coconut processing plant. It has pointed out various coconut pitfalls, and shown how modern advances in processing methods have avoided them.

This series of articles has described how coconuts are shelled, pared, and cleaned to prepare them for cutting and shredding. Now let's examine the ideal way to achieve uniform cut size.

The High Road And The Low Road

When the nuts are ready for cutting and shredding, many of them are broken. Inspectors examine the whole nuts and the pieces and separate them, so that pieces go on one side of a traveling belt, whole nuts on the opposite side.

The nuts and pieces now pass through a final washing, and then travel on in two separate directions. The pieces take the high road, to be ground into fine cuts in the "devil mill." The whole nuts take the low road, to be shredded into coconut threads.



The Whirling Teeth

As each nut is fed into the shredder, it comes in contact with a whirling plate equipped with sharp teeth which control the thickness of the thread. Immediately behind the teeth, there is a horizontal knife which controls length and width.

By changing the disc in the shredding machine, different thicknesses and lengths of cut are produced. But as long as the same disc is left in, the shreds will be similar

in size and type. The consistency of the cut is further increased by sieving.

Like A Flour Mill

The pieces, on the other hand, go into a grinding machine which works something like an old-fashioned flour mill. When fed into this machine, coconut pieces fall between two grinding wheels.

The wheels face each other, crushing the coconut into smaller and smaller particles. When the particles reach the desired size, they are pushed to the outer perimeter of the wheel and drop.

The size of the particles can be changed by adjusting the spacing between the wheels. But whatever size the indicators are set for, only uniform particles can escape through the mill. Again, more perfect uniformity is assured by sieving.



The Leader In The Field

The ideal way of cutting and shredding here described is, of course, the Franklin Baker way—the method employed in its vast, modern plant in the heart of the Philippines. Because of the consistent quality and uniformity of these cuts, Franklin Baker has become headquarters of every type of coconut. When you buy Baker's Coconut there is never any need to mix off-cuts to produce the type you want.

Through modern processing methods and constant quality checks, Franklin Baker leads the field. You can always be sure that Baker's coconut is the best that money can buy.



How about your production problems? Starting new pieces? Developing old ones? Whatever your problem, the Franklin Baker Laboratories and expert personnel are at your service. Call or write us today. Franklin Baker, Hoboken, New Jersey.

HEADQUARTERS FOR COCONUT, FRANKLIN BAKER DIVISION, GENERAL FOODS CORP., HOBOKEN, N. J.

A type of coconut for every confectionery need. Complete line includes the following famous brands:

Gem Philippine Coconut (10 varieties)
Tender-Fresh Coconut (4 varieties)

Golden Toasted Coconut (7 varieties)
Baker's Creamed Coconut (2 varieties)

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Candy PACKAGING

SUPPLIES • SALES AIDS • MERCHANDISING

THIS SECTION APPEARS MONTHLY IN THE MANUFACTURING CONFECTIONER

A round-up of the talks and exhibits at the

AMA National Packaging Conference

OVERALL a feeling of optimism and keen interest in the searching for substitutes prevailed at the American Management Association's National Packaging Exposition and Conference held April 17 to 20 at the Auditorium in Atlantic City. This year AMA staged their largest packaging show yet, with an array of exhibits which exceeded the Chicago show of last year by 20% and that in turn had been 15% greater than the one the year previous, making the 1951 show 35% greater than that in Atlantic City two years ago. All display space was taken, and further exhibitors turned away. Attendance was record breaking, with more than 6500 attending on the first day, and a total of between 1400 and 1500 present during the four days at the conference sessions, and between 14,000 and 15,000 for the exhibition.

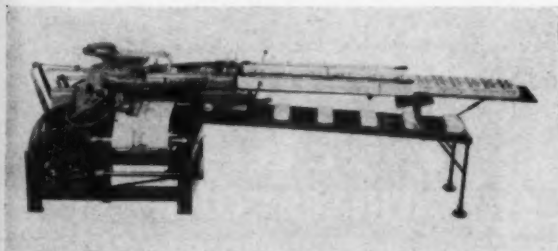
Lawrence A. Apply, president of AMA, said his impression was that of the unbeatable optimism of the American merchant and manufacturer and their determination to do the best they can under great difficulties. He said all were pleasantly surprised. The exhibitors had come to keep their names and quality before their customers, and to maintain their contacts, the customers with a desire to exchange experience and to search out substitutes.

In line with that trend toward study, AMA announced a series of packaging workshop seminars to be held under their sponsorship at the Hotel Astor in New York

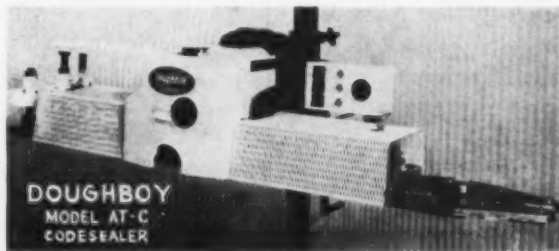
May 21-23. Attendance for each seminar will be limited to 20 persons and an individual can take part in only one seminar. The subjects to be covered include (1) Organization and Administration of the Packaging Problem, (2) New Developments in Shipping Containers, (3) Characteristics and Uses of Packaging Materials, (4) Marketing Factors in Package Design, and (5) Operation of the Packaging Production Department.

Such a seminar follows in line with remarks made by several of the speakers during the conference to the effect the answer to the packaging problem with its emergency shortages lay in mapping long term packaging programs geared to handle the packaging job as effectively as possible from all angles thus "avoiding crises," as Henry W. Gadsden, vice president of Sharp & Dohme, Inc., stated in his address on "Packaging Lessons from the Last War," "rather than concentrating on surviving once we're involved." He advocated anticipating probable shortages and seeking alternate packaging specifications. In their company, study of one job made possible a saving of 5% on cellophane by reducing the length of a lap. Mr. Gadsden, as well as other speakers on the various programs, warned against scare buying, stressing a balance of packaging inventory as well as parts, et cetera for packaging machinery. He stressed intensification of training of all machine operators, and in the possibility of manshortage, training of replacements for key personnel.

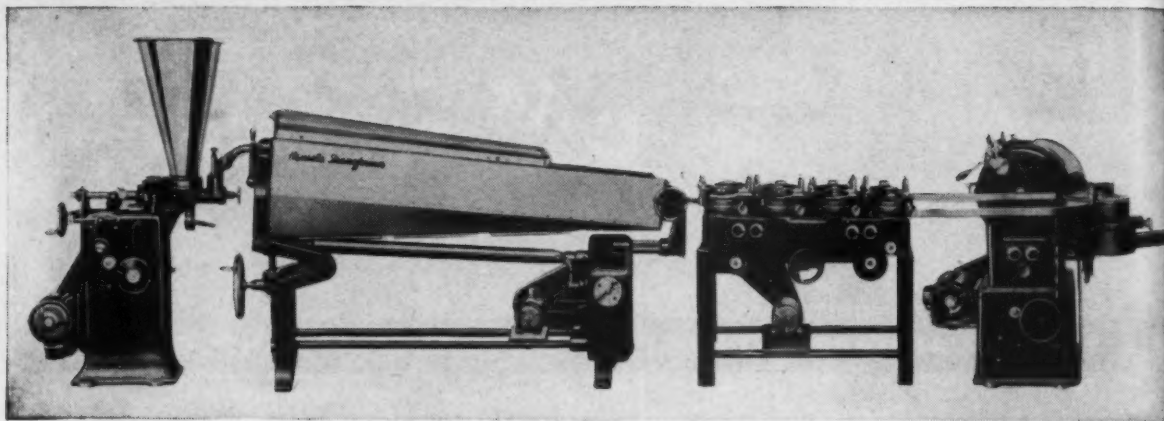
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Candy Wrapping Machine of Hayssen Mfg. Co.



AT "Atomic" Codesealer of Doughboy Industries, Inc.



HANSELLA HIGH-SPEED PRODUCTION LINE

*See them
at the SHOW!*
BOOTH 301

Our exhibit, and the adjoining exhibit of our representatives, Steinhardter & Nordlinger, will feature a group of outstanding machines you will surely want to see. These comprise the most modern equipment for the fast, efficient production of hard candy, and our Palmer Universal Carton Former, which has made such an impressive record in cutting costs.

The Hansella high-speed production line illustrated above, and which will be shown in our booth, is designed for highly filled plastic candies of all shapes and is suitable for a wide range of sizes, including bar goods with honey-comb centers. The line-up will include the 27C center filler, 19E batch former, 65C 4-step sizer and the Super Rostoplast 96A candy forming machine. These machines have a production output of 500 to 1000 pounds of candy per hour, depending on the kind of candy produced.

Our Palmer Carton Former, which makes sturdy, attractive cartons from inexpensive die-cut blanks, cuts costs so drastically that many users find it pays for itself in less than a year. It is adaptable for a wide variety of carton types and is quickly adjustable for different sizes. While you are at the Show, we'll be glad to demonstrate how it can be adapted to your needs.

NEW YORK CHICAGO BOSTON CLEVELAND ATLANTA DALLAS
DENVER LOS ANGELES SAN FRANCISCO SEATTLE TORONTO MEXICO, D.F.



PALMER UNIVERSAL CARTON FORMER

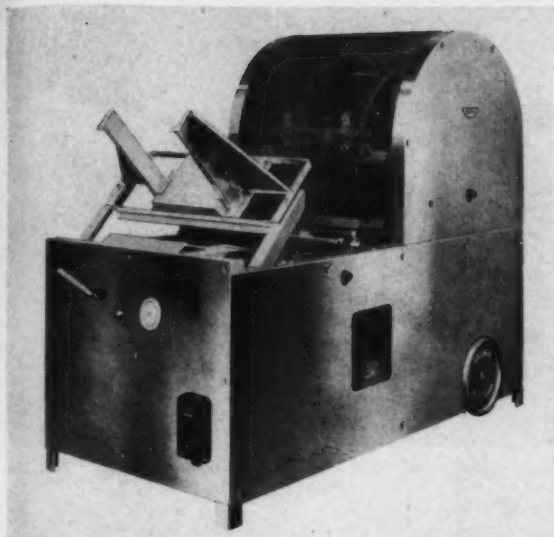
**At Booth 302, right next to ours,
STEINHARDTER & NORDLINGER**

will exhibit Hansella's new Super Sollich high-speed continuous cooker which has an output of 4 to 5 tons in 8 hours and embodies features candy men have long been looking for. If you want the utmost in speed and efficiency, be sure to examine this new cooker.

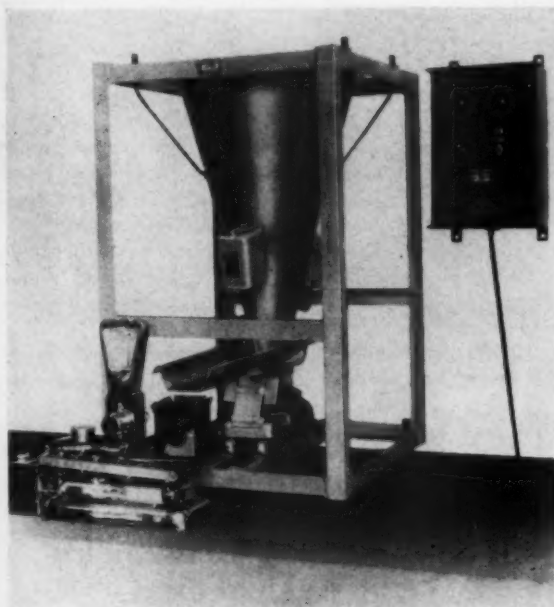
Also at the S & N booth you'll see the Hansella Robust 67A, a machine which, by virtue of its superior design, forms hard candy pieces in perfect shapes without seams, fins or webs.

Here, too, you will find Hansella's 73C rope feeder and sizer for the continuous feeding and sizing of a solid rope of hard candy without interruption between batches.

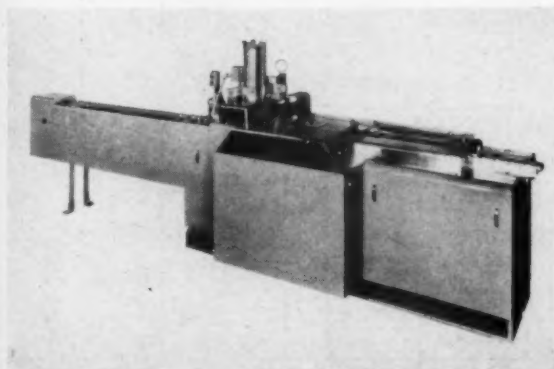
**PACKAGE
MACHINERY COMPANY**
SPRINGFIELD, MASSACHUSETTS



Palmer Universal Carton Forming Machine of Package Machinery Co.



Weighing Machine of Exact Weight Scales Co.



Redington Automatic Cartoning Machine.

Stress was laid on the fact that often shortages are a result of undue demand on a possible scarce item and on scarce buying.

Albert C. Clunan, chief of the Plastic Container Section of the Container Division of National Production Authority, pointed out that in films the demand did not exceed the output by more than 10%. As to cellophane, which answers for the largest poundage in the films, capacity was being increased shortly. Olin Products Company is building a new plant to produce between 30,35,000,000 pounds annually and hopes to have that plant ready by the third quarter of this year. Sylvania Division of American Viscose Corporation is increasing its facilities for producing cellophane. The big problem will be that of obtaining adequate supply of sulphur needed in the manufacture. On cellophanes as well as on films generally, he warns against overstocking. In great part the shortages are due to scare buying, and Mr. Clunan felt the situation was leveling off.

It was further pointed out that while military needs were to come first in items of strategic nature, the military demand was considerable less now than in the war period at which time there were 12,000,000 persons in uniform compared to the present 3,500,000.

Speaking of military packaging, Colonel John A. Way, chief of the Munitions Board packaging division of the Office of Procurement Methods, stated that a packaging preservation manual was to be out within about 60 days and might be obtained through the Government Printing Office at cost. Further in line with the interest of research and study in the field of packaging, Colonel Way said the Board was contemplating joint packaging schools in which industry will be invited to join, in order to help raise standards, and also the Board needed the help of industry in solving their problems.

On the civilian side of the packaging picture, consumer acceptance of package and goods contained therein were held to be the final criteria. Dr. John R. Whitaker, of American Stores Company, Philadelphia, pointed out that self-service merchandising has increased the frequency with which packages are being handled. He stressed design of package both from a protection standpoint but also from that of convenience in handling. "High material costs, due to ineffective packaging and shipping container design and construction, represent an aspect of marketing which is worthy of detail study." However he added that actual merchandise loss might not take place until the retail package reaches the consumer, and suggested study of consumer complaints might reveal the real or inherent weakness of packaging methods.

C. E. Sherwood, Industrial engineer for S. C. Johnson & Son, Inc., said that as an "aid in obtaining point of sale display we have adopted the practice of making all of our shipping cases capable of serving as displays. The faces of the cases are used for advertising purposes, and with the aid of dotted lines printed on the carton the retailer can make a knife cut quickly, fold back the upper part of the case, and have a two-level display."

Exhibits in the show underwrote the speeches on the conference platform. River Raisin Paper Company were demonstrating corrugated shipping containers convertible into attractive displayers as well as heavy-duty bin construction display stands.

(Please turn page)



AN ORIGINAL LITHOGRAPH BY HENRY E. WINZENRIED

"PEANUTS . . . POPCORN . . . POTATO CHIPS"

People love to nibble. Peanuts, popcorn, potato chips and similar delicacies have attained phenomenal sales volume throughout the country. Like all good things to eat, they must be kept fresh and appealing through well-engineered functional packaging. Many special Riegel papers have been developed for this field . . . papers that are highly protective . . . attractive to the eye . . . and that work well on high-speed machinery.

There are hundreds of other Riegel papers for almost every kind of protective packaging . . . papers that are now serving the sales leaders in many different fields. In spite of present conditions we are constantly developing even more special papers for companies who join us in planning for the future. Write us now for information.

Riegel Paper Corporation • 342 Madison Avenue, New York 17, N. Y.

Riegel

TAILOR-MADE PAPERS FOR PROTECTIVE PACKAGING



Are there costly "leaks" in your Weighing operations?

The fact that your present scales are simply accurate is not enough today. Ask yourself these questions (1) do they fit the operation (2) are they geared to other production line equipment as to speed of operation and adaptability (3) do they require more labor to use than they should (4) do you have weighing duplication. Searching appraisal of these questions can stop costly leaks for you . . . especially in such operations as volume piece goods and hard candy packaging. EXACT WEIGHT Scales, strictly for industrial use, stop these costly leaks because they are designed and built for the candy industry. Further still they are fitted to individual operations of your industry as to speed of operation, production line layout and capacity to save time, money, product and manpower. Write for full details to fit your needs.



EXACT WEIGHT Scale Model #706 for table operation for piece goods packaging and checkweighing. End tower design with dial in direct line for easy vision in production line checkweighing. Dial 8 ozs. over and underweight by 1 oz. graduations. High speed due to short platter fall. Capacity to 27 lbs.

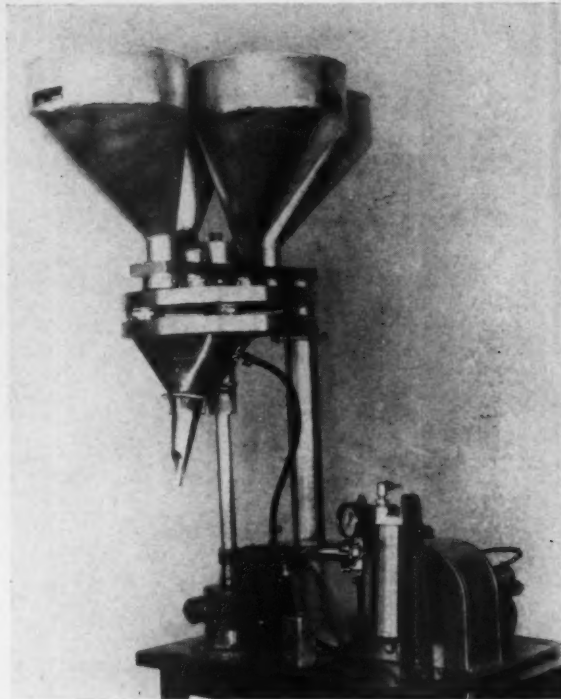
EXACT WEIGHT SCALES

Industrial Precision

THE EXACT WEIGHT SCALE COMPANY

912 W. Fifth Ave., Columbus 8, Ohio

2920 Bloor St., W., Toronto 18, Canada



Spee-Dee "Multi-Pak" machine of Paul L. Karstrom Co.

sales with Promset 201". Three of their display boxes were arranged with alternating white and black light effects, for added drama.

Bensing Brothers and Deeney had a handsome display with aniline inks.

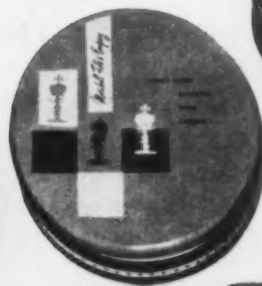
On the conference program, Dr. A. C. Zettlemoyer, research director for National Printing Ink Research Institute at Lehigh University, said the expanding use of aniline printing to about 10 percent of packaging printing continues to be one of the outstanding trends in the production of packaging and wrapping materials. He said even the most difficult film, polyethylene, is now printed with the aniline or the letterpress process. Further, he stated that polyethylene remains the number one development in plastics for packaging, due to its inertness and resistance to vapor transmission. Rotary gravure printing processes offer the same advantages as aniline printing, he pointed out, and about 10 percent of packaging printing is now done by the gravure process.

Robert de S. Couch, head of packaging research for General Foods Corporation summarized a number of the new developments in packaging materials, giving characteristics of a number of the new materials and their uses.

It was pointed out a number of times during the conference, that though certain materials might not be readily available, it was well for packaging men to keep informed of the new developments. Through its show and its sessions, that was one of the big purposes of the AMA National Packaging Exposition.

A number of organizations held special meetings during the interval of the Exposition, among them the Packaging Machinery Manufacturers Institute, the American Society of Testing Materials, and Packaging Institute, which held a luncheon meeting at the Ritz-Carlton on April 19 followed by meetings of its various departmental committees.

metal containers.....



....are the spice of life for candy

and-

we also manufacture all types and sizes of containers for any purpose — with a personal interest in designing an attractive package to meet your needs.

Quality **OLIVE CAN COMPANY** *Service*

MANUFACTURERS • DESIGNERS
PLAIN • DECORATED • LITHOGRAPHED
METAL CONTAINERS

450 N. LEAVITT ST., CHICAGO 12, ILLINOIS



Created and produced by Forbes Lithograph Co.

This holiday display set with side pieces neatly supplementing the figure center-piece is a compact unit with no waste space.



Created and produced by Forbes Lithograph Co.

This 3-piece window display in full color pictorials presents a maximum factual product identification. The smaller side cards can be used inside the store for tie-ins with the window display.

CANDY Represented at Point-of-Purchase Advertising Institute Exhibits

Candy was very much a part of the show during the Point-of-Purchase Advertising Institute's two-day exhibit held April 3 and 4 in New York in conjunction with its fifth annual Symposium. Fifty-three of the nation's leading designers and manufacturers of point-of-sale displays presented exhibitions featuring window, floor, counter, and wall displays of lithographed cardboard, metal, wood, glass, tape, and plastics. Among the newer items were the "mechanical salesmen", displays incorporating motion, light, and sound. Over 11,000 persons attended the exhibit, with over 1200 present for the symposium luncheon held in the Grand Ballroom on the second day with Thomas H. Beck, former chairman of the board for the Crowell-Collier Publishing Company, just recently taking over the management of the Knapp Foundation of New York and North Carolina, as principle speaker for the event.

At an educational panel meeting held on the morning of April 3 retailers discussed the subject "How I Use Store Displays to Produce More Sales" with Ralph Head, Batten, Barton, Durstine & Osborn, Inc., and Parlin Lillard, sales promotion manager of General Foods Corporation, acting as moderators. The panel members were Edgar Bellis, retail druggist from Bronxville, New

York; W. J. Caddelle, display director of Allied Department Stores, New York; Frederick Compner, operator of Esso Service Stations at Hillside, New Jersey; Joe Flynn, supervisor of B. F. Goodrich, New York; Axel Gudmand, sales promotion manager of Whelan Drug Store, New York; Larry Johnson, supermarket operator from Syracuse, New York; and Harry C. Homann, Eastern Sales Manager for Home Decoration Division of Meyercord Company.

In the discussion, the retailers stressed the type of displays the manufacturers should give the retailer. In summary, they suggested the retailers wanted first, displays that were tested with the retailers themselves. The group felt that they should be consulted on a given display, and they were in favor of pretesting. Second, they wanted displays which were simple in illustration and brief in copy. Third, the panel members felt that it was a great help if the display permitted the customers to handle the product being featured, wherever possible. They felt the tactile sense aided in making sales. In response to a question put to them as to whether they preferred permanent or temporary displays, the panel was divided into two groups. Particularly the service station operators who had to move materials inside at closing time expressed a preference for permanent type display



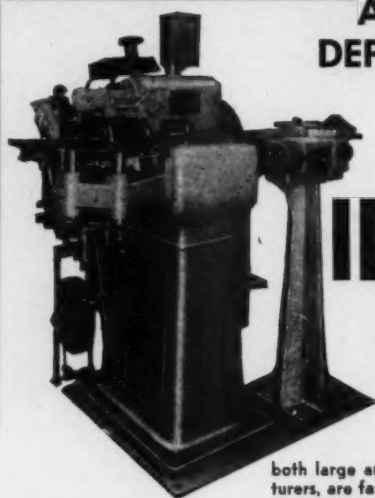
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Producer by Forbes Lithograph Co.



**Write for your FREE COPY of
this NEW folder . . .**



**ALWAYS
DEPENDABLE**

IDEAL WRAPPING MACHINES

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for

both large and small manufacturers, are fast, always dependable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

Write For Complete Specifications and Prices

IDEAL WRAPPING MACHINE

EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.

CANDY PACKAGING

is published exclusively for
**PURCHASING
and
MERCHANDISING
EXECUTIVES**

*Be sure your name is on
Our Free Mailing List*

**Fill in Coupon below
and send it to us now.**

THE MANUFACTURING CONFECTIONER
9 S. Clinton Street
Chicago 6, Illinois (PN)

Name.....
Company.....
Title.....
Address.....
City.....
State..... Zone.....



Produced by Forbes Lithograph Co.

materials. The balance of the panel said it didn't matter.

Speaking as toastmaster for the symposium-luncheon, Carl Haecker, display director for RCA-Victor, stated there are four important steps to successful promotion:

1. An aggressive sales plan
2. Aggressive advertising

And under that point he emphasized analyzing the market, knowing the product, intelligently informing the public since intelligently informed customers buy more merchandise, efficient timing, the use of good color, and being flexible.

3. Aggressive interior display.
4. Aggressive window display.

In concluding, Mr. Haecker stated the overall picture was that of teamwork.

POPPI's recently completed sound-slide film in color, "Eye Catchers Are Sales Catchers", which tells the story of how advertising at the point of purchase increases sales, was shown twice both days. The often repeated fact that candy is the leading impulse item was reiterated over and over during the two days, and it leads off in the film, with a customer stopping at the candy shelves on her way out of the store. But not only does candy open the picture, the same slide comes back in again at the end. The National Confectioners Association comes in for a plug with reference to their figure 70% of all candy is bought on impulse.

Candy was much in evidence, too, among the exhibits. In the River Raisin Paper Company booth was the bright red floor display stand of the Curtiss candy company, a double bin merchandiser.

Prominent in the Einson-Freeman Company Inc. display was a new set-up poster for Whitman's, picturing Bob Hope, to tie in with the recent advertisement in the Saturday Evening Post.

Brach's Candy shop stand in metal, finished in white with a fluorescent light at the top, was featured in the



Created and produced by Forbes Lithograph Co.

This new jumble basket is an ideal point-of-purchase item.

exhibit by the Advertising Metal Display Company.

Kindred Mac Lean and Company had a metal floor dispenser made to duplicate the design of a tin of Planter's cocktail peanuts, and the floor stand was heaped with the peanut cans. Along side the exhibit was a small table on which stood a bowl of peanuts for the visitors to sample.

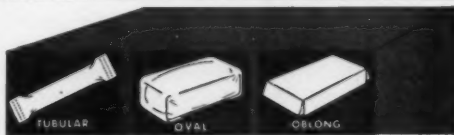
There were several candy tie-ins at the booth of Top-flight Tape Company. One consisted of two jars of candies taped together for a special selling. Across the center of a board displaying examples of print stick was a Necco label, mounted diagonally.

United States Printing and Lithograph Company had a couple items for Wilbur candies.

Forbes Lithograph Manufacturing Company had an array of candy items, both Nestle and Necco, as well as the Lovell and Covell. In addition they backed up their displays of point-of-purchase suggestions with actual samples of candy. A glamorous young lady was dispensing tiny Nestle bars and sample boxes of Lovell and Covell's Candy Cupboard, a box which contained 2½ ounces and was an exact replica of the regular packages, except for size.

One of the newest ideas being presented at the show was a three dimensional display suggested by Flowerized Presentations, Inc., who used artificial flowers, fruit et cetera to point up a display, thus giving a life-like tendency to the otherwise flat surface. Carnations, for example, arranged about a candy box on a display card of a red heart for Valentine's Day.

An official of POPAI predicts about \$600,000,000 will be spent this year for point-of-purchase advertising aids, an increase of 15% over last year's figure. If this show was any indication, sales were going well. In general there were more plastic items being offered. A representative of the L. A. Goodman Manufacturing Company pointed out there were two reasons: first, plastics are more flexible than metals; second, is the cost factor.



**Be it large or small,
simple or complex...**

WHAT PACKAGING SHAPE DOES YOUR PRODUCT TAKE?



High speed CAMPBELL wrapper packages products of all shapes—

Meats, foods, drugs, cigars, ice cream novelties or machine parts and tools — In fact, most any type product that demands high speed wrapping perfection can be packaged on the Campbell Wrapper. Continuous feed "float" wrapping eliminates product breakage — cuts material costs to the bone. Labor saving — only one operator to feed and one to pack are required on most installations. Heat or glue seals, crimps and folds wrap materials of all types and delivers from 120 to 160 units per minute dependent on product. Let us help you with your packaging problem.

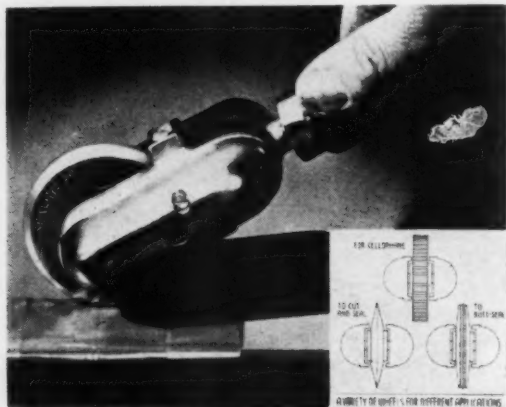
Write for fully illustrated brochure.

New York Office: 55 West 42nd Street



What's **NEW** in candy **PACKAGING**

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 9 S. Clinton St., Chicago 6, Ill. Use the coupon on next page.



New Heat Sealer for Thermoplastic Films

This is an entirely new method of heat-sealing directly on Polyethylene, Pliofilm and other thermo-plastic films. The new "Sealine" 50 hand sealer has many features not heretofore found in a hand sealer at the low price of \$18.75.

Field tests have shown that the 2½" dia. free-rolling heated wheel is ideal for sealing odd shaped objects as well as for end-sealing of bags. The wheel design makes it possible to get over and around areas heretofore untouchable with a sealer. A variety of wheels for different applications may be obtained.

Weight is less than 1 lb. A large and comfortable grip makes it easy to handle. Safety rest keeps roller off table or bench when not in use.

Temperature is adjustable, convenient and accurate from 200° to 450° F. Heating element uses only 50

watts. Operates on either AC or DC current.—Code P5A51.

Foot Operated Heat Sealer

Cognizant of the need for a short run heat sealer, a manufacturer has developed a highly efficient foot operated heat sealer that will weld any heat sealable material such as cellophane, diafane, maralux, foil, etc.

Ruggedly built it will provide constant use without fear of breakdown. Perpendicular action of the upper jaw and foot pedal leverage produces a high ratio of pressure with a minimum of effort. Both sealing jaws are heated and thermostatically controlled. There are three models with sealing jaw lengths of 7", 14½" and 22" with sealing surfaces of various types to fill any requirement.—Code P5B51.



New Cellulose Bag Sealer

A new device that seals and punches cellulose bags and envelopes has recently been introduced. The entire sealing and punching unit is mounted on a sturdy steel table with Masonite top. The actual device is positioned near edge of table top so bags may hang over and be lined up on shelf in front of machine. Heavy construction of table avoids chatter or vibration during sealing and punching operations. The Sealer consists of a set of serrated and hardened jaws that are heated electrically with an adjustable thermostat which permits easy regulation of heat in jaws. Fastened to the lower jaw is a punch and die set which will automatically punch any shape hole desired. Removal of a single nut releases upper jaw and die set for cleaning or inspection. The jaws and punch can be operated either by built-in compressed air cylinder, or manually by foot-pedal. The action of the unit is described as straight up and down motion similar to that of a punch-press. Special controls regulate speed of

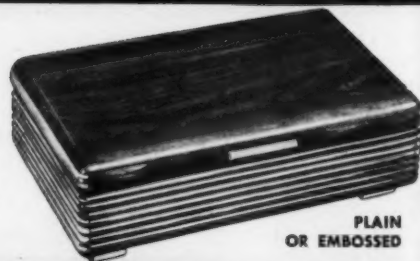


Mirrored or plain inside lid. Fabric-lined or plain inside box. The perfect "premium" reuse package.

NEW 1951 TREASURE CHEST

For more profit from candy, boxed or bulk. Top gift appeal. Made of solid cabinet wood, natural finished in clear lacquer. Varied designs and sizes. Priced right.

FOR SMART MERCHANTISERS



PLAIN
OR EMBOSSED

WRITE FOR
MFR'S. PRICES

NUSSBAUM Novelty Mfg. Co.
BERNE, INDIANA

WRITE FOR
COLOR CATALOG

Code

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operation, and pressure of jaws and punch. Muffler silences air exhaust noises. Operator safety and simple maintenance are stressed features. According to company officials, with this new device, a single operator can easily seal and punch 1100 bags per hour with no special effort.—Code P5C51.

New Machine Cuts Gluing Costs Through Conversion of Dry Adhesive

This is a machine that automatically converts dry adhesives into a ready-to-use liquid glue of the correct viscosity.

This system of adhesive preparation is said by the manufacturer to have the following advantages . . . saves floor space because dry adhesive bags take up less room than drums . . . saves paying freight on tap water . . . the glue consistency is always right, there is no trial-and-error manual adding of water . . . cleaner and more efficient, there is no messy cleaning up and no wasted batches due to crusting, drying or lumpy mixtures. According to the manufacturer, the total saving effected by this saving may cut adhesive costs as much as 60%.

The operator puts dehydrated adhesive into the hopper. He then sets a simple control dial to the viscosity desired. The machine automatically measures and mixes the water needed to produce this desired viscosity. It may be connected for direct feed of finished glue to the distributing system. Or the glue can be withdrawn through a manually operated drain, if preferred.—Code P5D51.

Tape-Strap—A New Idea in Protective Packaging

Throughout the history of packaging, high strength materials for carton reinforcement, general packaging, and carton closures have had the common property of being extraneous to the package. That is, they function separately; they bind and hold a unit by being wrapped around the unit and, in some fashion, fastened to themselves. In this class of materials are found strings, twines, and ropes of all kinds, wires, straps (metal and non-metal) and so on.

Now, however, a fresh concept of package strengthening has evolved to supplement the packager's tools, improve his methods, and help prevent pilferage. A new gummed product incorporating these characteristics, has recently been introduced to the trade. The package and reinforcing material are integrated neatly, quickly and effectively into a single working unit. This property means better utilization of the properties of cartons and other packaging media. It also means materials and labor savings in most instances as outlined.

The name of this new gummed product is significant. It is called "TAPE-STRAP". TAPE denoting the type of product and method of use, and "STRAP" describing its function. It is a unique product. It is strong, averaging 180 pounds per inch of width in tensile strength. It is pliable. It is safe and easy to handle.

In construction, the tape consists of a multitude of tough, resilient pliant, shock-resisting fibers, lineally aligned, and laminated between two sheets of kraft paper. One kraft sheet is coated with a high-strength pure animal glue.

This construction combines all of the following properties: high strength, both tensile and tear—the tear strength across the fibers exceeds the range of the stand-



IT PAYS TO WRAP
THE HAYSEN WAY

HAYSEN-WRAPPED

wrapping as you like it . .

You can be sure of good package appearance when you wrap on Hayssen Automatic Wrapping Machines . . . and the unit-cost of wrapping will be low. Because Hayssen machines are mechanically simple, rigid, and have few moving parts, the maintenance cost is lower and machines have a longer life. Ask for free descriptive literature—no obligation.

HAYSEN MFG. COMPANY • SHEBOYGAN, WIS.

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Hayssen
ELECTRIC EYE
WRAPPING MACHINES



ard Elmendorf test; fast, permanent adhesion to a variety of surfaces (boxboard, kraft liner, paper wrapping, etc.); flexibility; excellent shock-resistance; and "Balanced Adhesion" which means a proper balance between all the properties of the glue. In particular "Balanced Adhesion" indicates the optimum balance between the initial "tackiness" or "grab" of the wet glue and the "tack life" of the glue after moistening.—Code P5E51.

New Packaging Line Case-Printing Machine

A new machine that automatically prints complete display designs on all four sides of corrugated, fibre and wood shipping cases at the point of packing has been introduced. The new machine is designed to make it practical for companies with varied product lines to print their own cases as they use them instead of maintaining large inventories of pre-printed cases for each different product and size, or of risking interruption of production schedules as a result of case supply shortages.

Said to be the first packaging-line machine that prints large display copy—including trademarks and over-all designs—with sharp, uniform, "printing press" quality of reproduction, the printer is placed in a production line following an automatic case sealer or packing station. The machine automatically receives loaded cases . . . separates them for registration . . . prints from one to four side panels (and top, too, if required) . . . discharges them to the next operation—all in a single pass, at production rates up to 2000 cases an hour. Since the printer incorporates its own timing and re-spacing mechanism, the speed, frequency or spacing between incoming cases is immaterial. Nor is it necessary for cases to be sealed before reaching the printer, a feature that permits the machine to be installed at any of several points in the packaging line.—Code P5F51.

Circle Code Numbers and Mail Coupon for Literature on Any Item Discussed in This Section to

The Manufacturing Confectioner

9 S. Clinton St.

Chicago 6, Ill.

P5A51

P5C51

P5E51

P5B51

P5D51

P5F51

Name

Firm

Address

City Zone State

CODE DATING CANDY BARS

Automatic—Any Speed
5 to 10 Built-in Digits
Permits quality control and
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RIBBONS

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Satin • Moire • Taffeta
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Corrigan bulk dry sugar handling and storage systems convey sugar from unloading point to storage and from storage to production.

Improve production facilities
Lower operation costs

J. C. CORRIGAN CO. INC.

41 Norwood St., Boston 22, Mass.

Notes For Sales Managers



Charles Sennick, candy buyer at **Fowler, Dick, & Walker** of Wilkes Barre, Pa., and his wife, in the room of A. Newberg & Co. at The Philadelphia Candy Show. They are looking over a Panorama Egg made by Victoria Sweets at Babylon, Long Island, and sold through A. Newberg. Mr. Sennick was one of the many buyers who spent interesting and profitable days at this show.

J. V. Jaeger has been named buyer and merchandiser for all **Liggett Drug Stores** candy departments.

Mrs. Barrow is now candy buyer with **Ed. Schuster & Co.**, Milwaukee.

R. Corbett has become the basement buyer of candies for **J. L. Hudson Company**, Detroit.

Harold Carlock of Johnson City, Tennessee, has entered the jobbing business.

E. Dellinger is a new candy buyer at the **Bon-Ton Department Store**, York, Pa.

John R. Kehoe, of **Union News Company**, has been named chairman of the Tobacco and Candy Division of the Cardinal's Committee of the Laity in connection with New York Catholic Charities fund appeal.

N. Ruchlis is now candy buyer with **Associated Merchandising Corp.**, New York.

Strawbridge & Clothier, Philadelphia, is opening a new suburban store in Wilmington, Delaware, early next year. This will be their largest branch store and will be located in the Metropolitan Merchandise Mart.



• **A. B. Clunan** of the Pliofilm Sales department of The Goodyear Tire & Rubber Company, has been granted a leave of absence to accept a post with the National Production Authority at Washington. He is in charge of films and plastics in the Packaging and Container Section.

Widely known in the packaging field, Mr. Clunan has been affiliated with Goodyear's Pliofilm operations since 1937, and has seen the use of this rubber-based packaging material projected to application on a wide range of foodstuffs, to the protective shipment of airplane engines and other military equipment during the last war, and to hundreds of new postwar uses.

• **Nussbaum Novelty Mfg. Co.** have announced a newly designed Treasure Chest (T. M.) has been added to the line of small Tennessee red cedar chests manufactured according to R. B. Haecker, sales promotion manager.

Treasure Chests are used as a "premium" re-use container for boxed or packed candy, and are available in sizes from 7½" to 10½" long x 4¾" to 7¾" wide x 3⅛" to 3¾" deep.

The new leaf is hot-embossed in the solid cedar wood top, harmonizing with the clear-lacquer natural finish. Other designs include plain and picture tops, with or without mirror inside lid, and with or without cloth lining.

The complete line is illustrated in a color catalog folder with prices available on request.

Distribution is through leading confectionery brokers direct to rated candy manufacturers and jobbers, and through them to retailers.



GAIR

FOLDING CARTONS

Sell on Sight!

Smartly designed and brilliant multicolor Folding Cartons by GAIR are solving packaging problems for many manufacturers who are as meticulous about their packaging as they are about their famous products.

Sales, profits and prestige are increased with the SELL-ON-SIGHT magic of GAIR MULTICOLOR CARTONS.

WRITE TODAY for samples and technical information.


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PAPERBOARD • FOLDING CARTONS • SHIPPING CONTAINERS

A WELL-DESIGNED PACKAGE

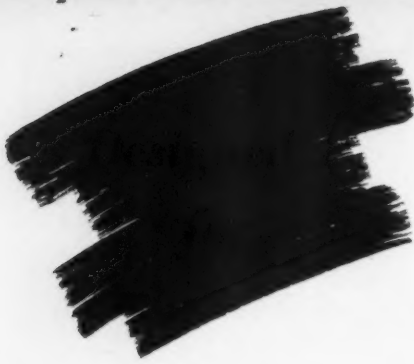
increases the Prestige of a company as well as the sale of its products.

CONSULTATION WITH US

regarding the design of your packages may well prove worthwhile, and carries with it no obligation.

LUCIAN BERNHARD STUDIO

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Your
BASIC
Sales
Promotion
to Your
PRIMARY
Market



Ask us for a sample copy, we will be glad to send it.

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*Industry's
Standard
for
100 Years*

STRENGTH, UNIFORMITY AND BRILLIANCE combined with MAXIMUM SOLUBILITY are the qualities which make Atlas Colors industry's first choice.

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WILD CHERRY IMITATION



Put this LEADER among flavors to work *selling your line*.

Tangy and refreshing . . . 1535 Wild Cherry never fails to win instant and lasting friends the first time tasted . . . almost belies the word imitation.

H. Kohnstamm's famous flavor chemists have given to 1535 Wild Cherry not only a truly distinctive delightful taste but also *real heat resistance* to hold that flavor under high cooking temperatures.

One Hundredth Anniversary



Get acquainted with 1535 Wild Cherry or other Atlas heat-resistant imitation flavors (1500 Line): Raspberry, Grape, Pineapple, Strawberry, Orange, Banana, Apple, Pear, Lemon, Lime, Peach, Rum, Rum and Butter. *Write, wire or phone a trial order today . . .*

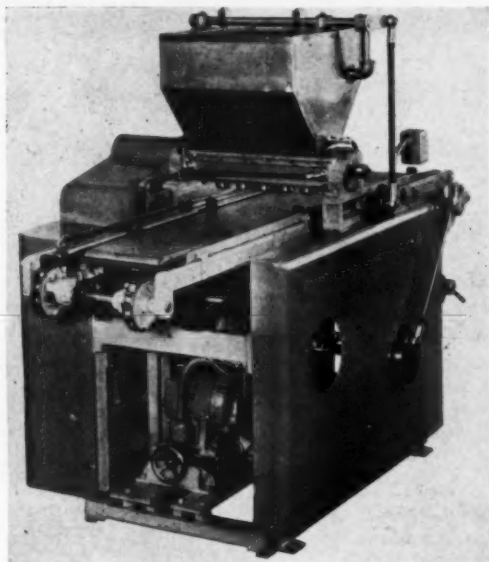
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THE RACINE DEPOSITOR

FOR DEPOSITING OF ANY KIND - SIZE OR SHAPE

The
Famous
Racine
Depositor



Two
Sizes—

Senior
32"

and

Junior
16"

Both Models equipped with electric motors and variable speed controls, permitting nominal or maximum production as desired.

THIS RACINE DEPOSITOR IS PERFECT FOR BARS AND CAKES, CHOCOLATES, OR CREAMS, WITH OR WITHOUT CHOPPED NUTS OR FRUITS, ETC., CHOCOLATE STARS, KISSES, WAFERS, NONPAREILS, SMALL OR MIDGET BITS, AS WELL AS MARSHMALLOWS, GUMS, ETC. DEPOSITS CAN BE MADE IN ALL TYPES OF MOLDS, IN PAPER CUPS, OR DIRECT ON TRAYS, PLAQUES, POLISHED STEEL, OR RUBBER BELTS.

1. It handles all sizes, shapes and spacings.
2. It operates without pumps (the only Depositor which does) providing absolute uniformity to size and weight.
3. It is an INVESTMENT for PROFITS, because it saves waste, mess and troublesome operations.

It costs you nothing to get full details and further particulars. INQUIRE TODAY.

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and

Vacuum Candy Machinery Co.

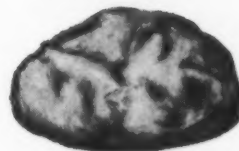
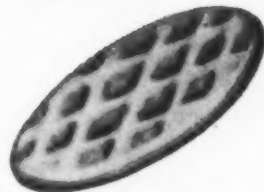
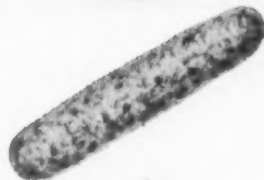
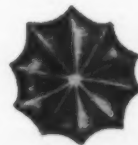
15 PARK ROW, NEW YORK 38, N. Y.

Western Office and Factory: Racine, Wis.
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INQUIRE *Now*

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Easter Candies; moulded goods

Code 5A51
Assorted Cream Half Eggs
6 pieces for 59c

(Purchased in a department store, Chicago, Ill.)

Appearance of package: Good.

Box: One layer type, 6 windows. Overall wrapper of cellulose. Box printed in yellow and purple. Imprint of chicks and rabbits on cover.

Eggs: Colored foil wrappers.

Coating: Dark: Good for this priced candy.

Centers:

Colors: Good.

Texture: Good.

Flavor: Fair.

Remarks: One of the best boxes of this type we have examined this year.

Code 5B51
Chocolate Coated One Half
Cherry Cream Egg
1 oz. for 5c

(Purchased in a chain department store, Chicago, Ill.)

Appearance of egg: Good.

Size: Good.

Wrapper: Foil wrapper printed in gold, red and white and green.

Egg:

Coating: Fair.

Center: Good.

Remarks: One of the best 5c cream eggs we have examined this year.

Code 5C51
Chocolate Covered One Half
Pineapple Cream Egg
1 oz. for 5c

(Purchased in a department store, Chicago, Ill.)

Appearance of egg: Good.

Size: Good.

Wrapper: Foil wrapper overall print of eggs in colors. Name in white.

Egg:

Coating: light: Fair.

Center: Good.

Remarks: One of the best cream eggs we have examined this year.

Code 5D51
Chocolate Covered One Half
Marshmallow Egg
7/8 oz. for 5c

(Purchased in a department store, Chicago, Ill.)

Appearance of egg: Good.

Size: Good.

Wrapper: Foil wrapper printed in green, blue and white.

Egg:

Coating: Fair.

Center: Very tough and hard.

Remarks: Center needs checking up as it is very tough and lacks flavor.

Code 5E51
Cherry Cream One Half Egg
2 1/2 ozs. for 10c

(Purchased in a chain department store, Chicago, Ill.)

Appearance of egg: Good.

Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—All Bar Goods; 5c Numbers

OCTOBER—Salted Nuts; 10c-15c-25c Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages

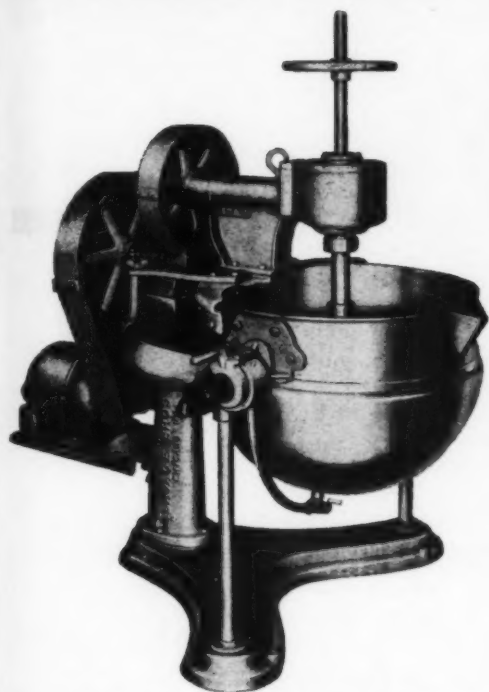
UNEQUALLED FOR PERFORMANCE

SAVAGE PATENT TILTING MIXER

Model F-6

*Years of Experience Has Led to The
Production of This Machine*

The Savage Patent Tilting Mixer is a marvel of strength, durability and convenience. **Now constructed with bevel gears totally enclosed.** Unequalled in its adaptation to the requirements of the candy maker. Time and labor saving. It is standard of quality and performance for the Candy trade.



Direct Motor Drive—Totally Enclosed Bevel Gears—Roller Bearings—Oil Seal

The Savage Patent Tilting Mixer

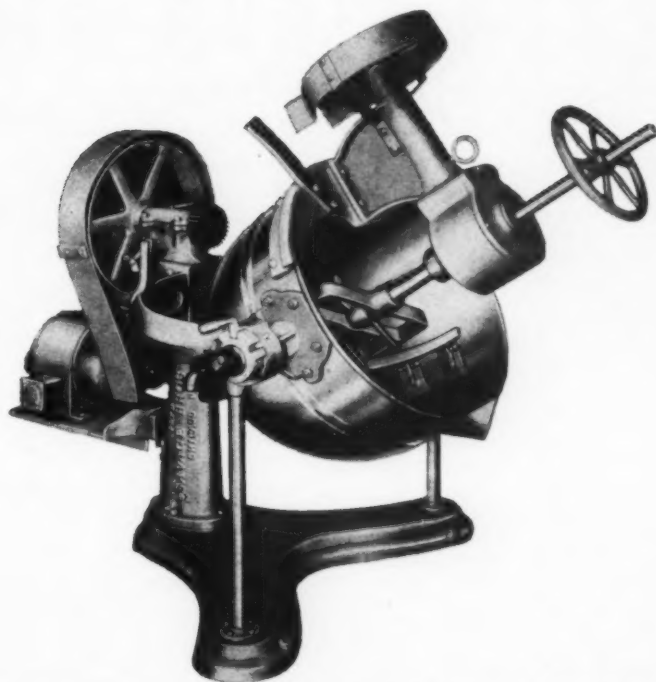
is the very best steam kettle and mixer made for the manufacture of caramel, fudge, nougat and products that will pour. Also recommended for heavy stiff batches such as Jap cocoanut and cocoanut mass.

Made in following sizes:

35 gal. with copper kettle

50 gal. with copper or stainless kettle

Further information and prices on request



Tilted position with improved agitator. Clearance sufficient for thermometer.

SAVAGE BROS. CO.

M. A. Savage, President • Richard J. Savage, Jr., Vice President

2638 GLADYS AVE.

CHICAGO 12, ILL.

Since 1855



for May, 1951

page 49

For superior CANDY QUALITY...



CONFECTIONER'S CORN SYRUP

EXCEPTIONALLY PURE! CRYSTAL CLEAR! ABSOLUTELY UNIFORM!

AT YOUR SERVICE! Consult Hubinger's technical laboratories for help with your candy-making problems. No obligation, of course.

OK BRAND THIN BOILING STARCHES · OK BRAND MOULDING STARCH

THE HUBINGER CO., KEOKUK, IOWA

EST. 1881

Wrapper: Foil inside wrapper printed in colors. Red cellulose outside wrapper.

One half egg:

Coating: dark: Good.

Gloss: Fair.

Shape: Good.

Taste: Good.

Remarks: A good eating cream egg.

Code 5F51

**Chocolate Coated Marshmallow
Rabbit**

1-13/16 ozs. for 10c

(Purchased in chain dept.
store, Chicago, Ill.)

Appearance of package: Good.

Size: Good.

Container: Glassine bag printed in brown, blue and pink. Imprint of rabbit in colors.

Coating: dark: Fair.

Center:

Color: Good.

Texture: Very hard.

Taste: Fair.

Remarks: Suggest formula be checked as center was almost brittle.

Code 5G51

**Chocolate Coated Marshmallow
Eggs**

1 dozen half eggs for 29c

(Purchased in a department
store, Chicago, Ill.)

Appearance of package: Good.

Container: Egg box printed in yellow, purple and green. Neat and attractive container.

Eggs:

Coating: Fair.

Center:

Color: Good.

Shape: Good.

Gloss: Fair.

Texture: Very tough.

Taste: Fair.

Remarks: We cannot expect too much at the price of 29c for a package of this kind.

Code 5H51

**Chocolate Coated Marshmallow
Bar**

1 1/4 ozs. for 6c

(Purchased in a cigar store,
Boston, Mass.)

Appearance of bar: Good.

Size: Good.

Wrapper: Glassine printed in brown.

Bar:

Coating: Good.

Center:

Color: Good.

Texture: Good.

Flavor: Good.

Remarks: One of the best marshmallow bars we have examined this year.

Code 5I51

Rum & Butter Toffee
9 ozs.—No price stated

(Sent in for analysis No. 4713)

Appearance of package: Good.

Container: Folding box printed in red, white and blue. Large cellulose window in center.

Toffee: Each piece wrapped in band of red foil; outside wrapper of cellulose printed in white.

Color: Good.

Texture: Good.

Flavor: Good.

Remarks: A very well made toffee, good eating and a good rum and butter flavor. Very neat and attractive container.

Code 5J51

Chocolate Coated Half Egg
1 oz. for 5c

(Purchased in an elevated
station, Chicago, Ill.)

Appearance of piece: Fair.

Size: Good.

Wrapper: Layer board, overall cellulose wrapper printed in purple and white.

Coating: Fair.

Center: Marshmallow.

Color: Fair.

Texture: Tough.

Taste: Fair.

Remarks: Suggest a brighter cellulose

THE Standard



CITRUS PECTIN
for
CONFECTIONERS

WIRE OR WRITE FOR SAMPLES AND FORMULAS



CALIFORNIA FRUIT GROWERS EXCHANGE

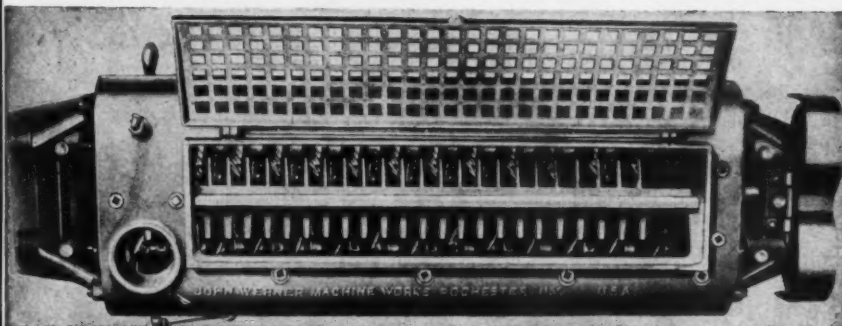
400 W. Madison Street, Chicago 6, Ill.

**PRODUCTS DEPARTMENT
ONTARIO, CALIFORNIA**

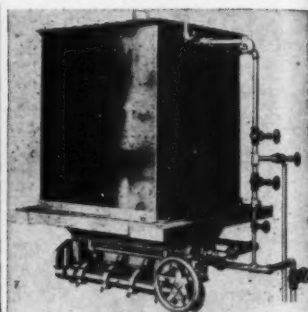
99 Hudson Street, New York 13, N. Y.

USED BY LEADING CANDY MANUFACTURERS THROUGHOUT THE WORLD

THE WORLDS *LOWEST COST* PRODUCER OF FONDANT



2 Cylinder Snow Flake Fondant Beater



Peerless Fondant Cooler

The Greatest name in Fondant Equipment

- Perfect Beating and Cooling, plus super-aeration.
- Frictional heat removal by ventilation and water jacket.
- The Werner "Uniflow Coil" gives uniform cooling, which results in uniform Beating.
- The lowest cost per pound of quality Fondant.
- It's Lifetime equipment.

"There is No Substitute for Experience".

JOHN WERNER & SONS, INC.

713-729 Lake Ave.

Rochester 13, N. Y.

wrapper as present one is not attractive. Marshmallow formula needs checking up as it is too tough and lacks flavor.

Code 5K51

Chocolate Coated Marshmallow Bunny
7/8 oz. for 5c

(Purchased in a chain department store, Chicago, Ill.)

Appearance of bunny: Good.
Size: Good.

Wrapper: Layer board used, overall cellulose wrapper printed in yellow, purple and white. Imprint of bunny in colors.

Bunny:

Coating: light: Fair.

Center: Very hard and tough.

Remarks: Suggest formula be checked as center is too tough to chew.

Code 5L51

Chocolate Coated One Half Marshmallow Egg
1c

(Purchased in a chain department store, Chicago, Ill.)

Appearance of egg: Good.
Size: Good.

Egg:
Coating: Very cheap.
Center: Tough.

Remarks: We cannot expect too much today at the price of 1c.

Code 5M51

Milk Chocolate Rabbit
4 ozs. for 39c

(Purchased in a chain department store, Chicago, Ill.)

Appearance of package: Good.
Box: Folding box printed in purple, yellow and green. Large cellulose window.

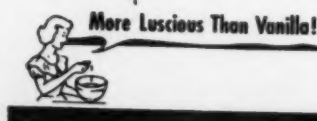
Rabbit:

Coating: Good.
Gloss: Good.
Molding: Good.
Size: Good.
Taste: Good.

Remarks: The best rabbit at this price we have examined this year. Very attractive container.

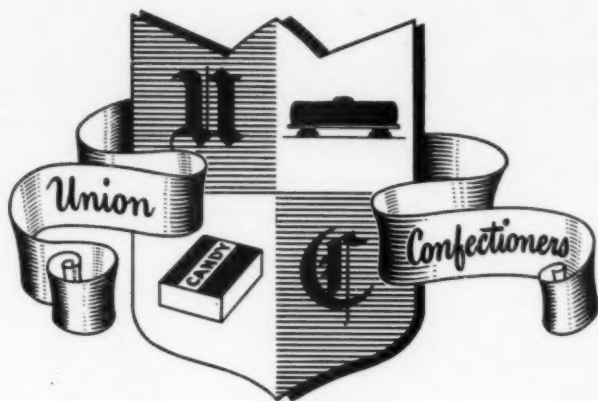
HIGH-SCORE

BUTTER-SCOTCH FLAVOR



*Always Wins High Honors
for Fine Taste!*





Union Corn Syrup Unmixed

UNION CORN SYRUP UNMIXED is dependable
and adaptable to your formulae.
Sales service and technical assistance are
available without obligation.

UNION SALES CORPORATION

Distributor for

UNION STARCH & REFINING COMPANY

Columbus, Indiana

Serving the Confectionery Industry since 1903

Confectioners' Briefs

• **Griggs, Cooper & Company**, St. Paul, has announced the appointment of additional brokers: Gruber Sales Company, Southern Michigan; J. P. Morris for Tennessee, Mississippi and Louisiana; Master Brokerage Co. for the city of Chicago; Davey Bratton Company, for western Pennsylvania.

• **Curtiss Candy Co.** is more than doubling the capacity of their Buffalo plant it has been announced. In addition to spending \$100,000 for new candy-making machines and to modernize existing equipment, the firm is leasing 10,000 sq. ft. of floor space for warehousing purposes and for its sales department. Space leased in the plant would be used to increase production of bulk candies and peppermint patties.

• **Lowell E. Tjaden**, formerly with Chase Candy Co., San Jose, Calif. has been appointed general manager of Dan River Mills, Inc.

• **Wm. Wrigley Jr. Co.**, Chicago, have announced

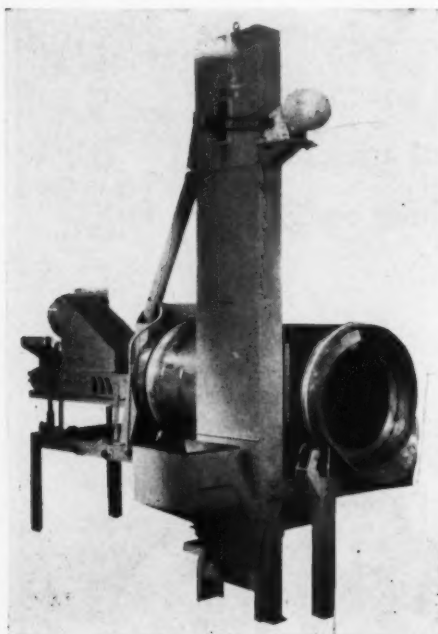
that their sales so far this year are about 10% ahead of last year. The company has just declared a special 50-cent dividend to holders of common stock.

• **Life Savers Corp.**, have reported that their 1950 sales were \$16,545,883. Mr. Noble told stockholders that a plant is under construction in Hamilton, Ontario and is expected to be in operation by mid-year. Life Savers operate a factory in Mexico and are planning an operation in Venezuela. Mr. Noble also revealed that one of the largest confectionery manufacturers in Italy will manufacture and sell Life Savers.

• **Peter Paul, Inc.** through their agency, Maxon, Inc. revealed that it was in the midst of one of the most comprehensive research programs ever devised.

Mr. John T. Tatigian, President of Peter Paul stated, "Although it's a practical impossibility to forecast the future in the candy industry, particularly in the light of our uncertain national economy, we are making every effort to find out all we can about our products, media and merchandising in the present marketing situation. In this way we hope to be able to maintain our basic programs and yet have plenty of flexibility to meet the specialized sales and advertising problems the future is sure to bring."

While no specific details were released, Elliott W. Plowe, advertising manager, disclosed that the research—upon which the 1952-53 Peter Paul plans are to be based—covers every area of the candy

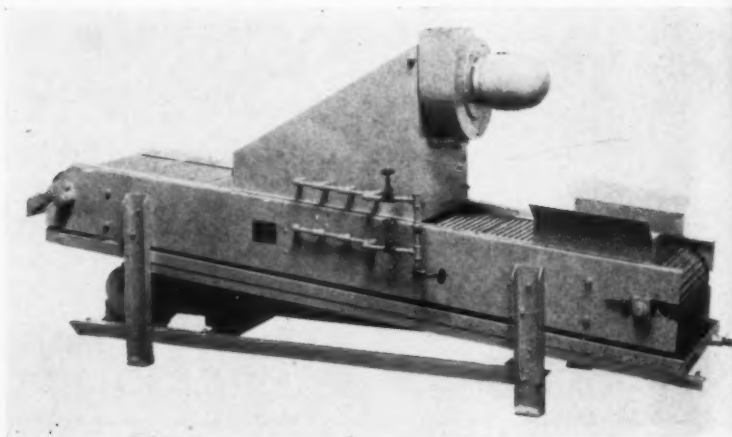


LATINI SUGAR SANDER

Handles full capacity of any starch machine, up to 20 boards per minute.

Unit may be put in continuous operation with mogul, requiring no additional help.

Jellies and all other types of candies requiring it are properly sanded.



LATINI SUPPLEMENTARY STEAMER

Steam Crystallizes Entire Output of Sander

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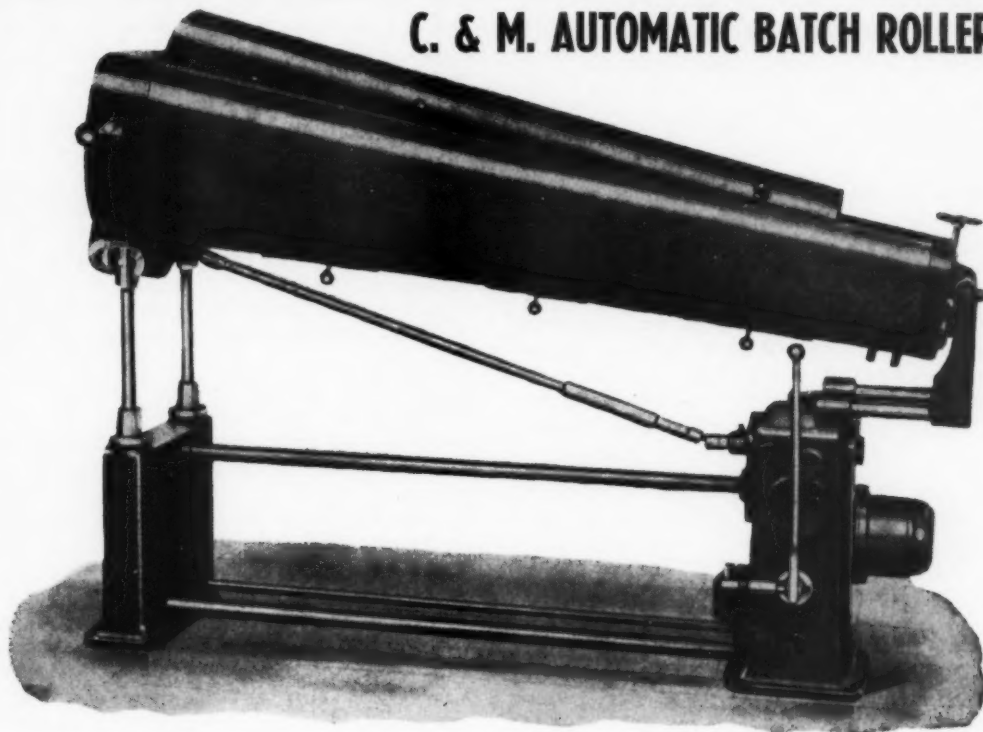


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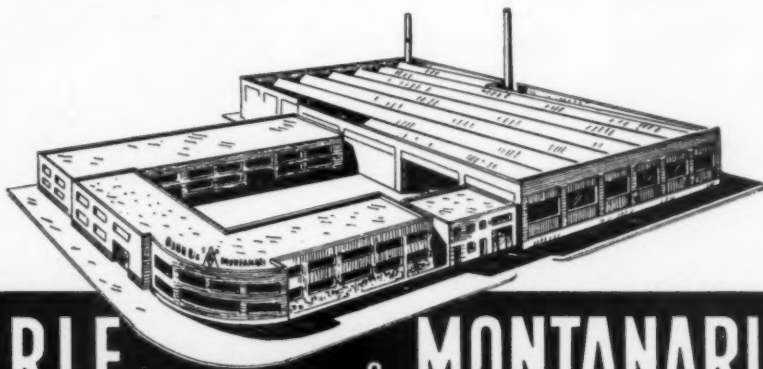
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for May, 1951

page 55

concern's operation—from products and packages to markets and media.

• **Henry J. (Jack) Bridge**, export marketing manager of Cadbury-Fry, 2-year-old chocolate and confectionery firm of Bournville, England, has been appointed a director of the firm's American company, Cadbury-Fry (America) Inc., 261 Broadway, New York.

Mr. Bridge has been in the United States since September of last year in connection with the marketing of Cadbury and Fry chocolate products, introduced to the American public two and a half years ago. He has been with Cadbury-Fry for more than 20 years, with the exception of several years service during World War II. His experience in selling the company's products during that time has extended to more than thirty countries, on the continent of Europe and in the Far and Middle East.

• **Chase Candy Co.**, due to expansion of sales on the west coast, the company's western division—with headquarters at the Chase western factory at San Jose, Calif.—has been divided into two sections, it has been announced by F. M. Yantis, vice-president in charge at San Jose.

Heading the new southern sales division, with headquarters at 1046 S. Olive St., Los Angeles, is George Cavanah, formerly field sales supervisor and a Chase executive since the start of the west coast operation. He is in charge of the important Southern California territory and Arizona.

In charge of the northern division is Oscar Widmer, who moved west from St. Louis, where he was Chase sales representative in the St. Louis market. Mr. Widmer came to Chase several years ago from Louisville, Ky., where he was vice-president and general manager of the Pepsi-Cola Louisville Bottlers.

John J. Walsh, who has been with Chase since the company purchased O'Briens of California and was earlier a sales executive for O'Briens, has been named Western Sales Manager. The new appointments take care of the duties formerly handled by Lowell E. Tjaden, who resigned in February.

At St. Louis, Mr. Widmer has been succeeded by Tom Neylon, a Chase veteran who first joined the company at St. Joseph, Mo., in 1917. During his 33 years of service, Mr. Neylon has held executive posts in practically every division of the business and he brings to his new sales post in the vital St. Louis market a wealth of candy experience.

• **Zion Industries**, Zion, Ill. has appointed I. Robert Ballin general sales manager. Mr. Ballin formerly was director of public relations of Thriftway Stores, Inc., Des Moines and before that director of sales of Kungsholm Baking Co.

• **Miss Teresa M. Holicky**, long a member of the Chicago office of the Nulomoline Company, passed away following an illness of several weeks. Miss Holicky had many friends among the candy manufacturers of the midwest.

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for preserves, jams,
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Powdered *Apple* Pectin
for CONFECTIONERS

CONCENTRATED APPLE JUICE

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News of Associations

• National Confectioners' Association's theme for their 68th Convention is "Candy's role in the national mobilization program."

In an official announcement to NCA members regarding convention plans, Victor H. Gies, Mars, Inc., general convention chairman, stated, "This year, 1951, is one of the most crucial in the history



Victor H. Gies
chairman
of NCA Convention

of our country. The policy of industrial and military mobilization which our country has adopted as the proper course of action has and will create many problems for which we individually and collectively must find the answers. Our convention business sessions and the exposition will be geared to this job of dealing with present control problems as well as exploring the many possibilities which may occur."

Four business sessions and two luncheon meetings will feature government relations, including price and wage controls, availability of ingredients, candy procurement; sales and merchandising; production techniques; technological developments; employer-employee relations; and national and international affairs affecting candy, according to plans developed by Frank K. Gleason, E. J. Brach & Sons, convention program chairman, and his ten-man committee.

John F. Poetker, Jr., J. F. Poetker & Son, Cincinnati, Ohio, former president of the National Candy Wholesalers Association, Inc., has been designated Program Chairman for the Annual Convention of NCWA, by the Association's president, J. V. Balocca.

The primary purpose of the 1951 convention will be to answer what is believed to be the principal question in every wholesaler's mind today, namely: "How can I get my business on a profitable basis?"

In this connection, Mr. Poetker said that at least two of the three general sessions, plus two addi-



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John F. Poetke
Program Chairman
NCWA Convention

tional forum sessions, will be specifically designed to help the wholesaler discover the ways to profitable operations in the months to come.

Mr. Poetker stated, "Typical of what our Executive Committee has in mind for the Convention are the plans for the opening session on Thursday, June 7. The entire session will be devoted to forum discussions on such questions as 'How can I warehouse my merchandise at a lower cost?' and 'How can I reduce my selling cost?'"

The former NCWA president said that the Association expects to have new surveys ready by convention time on salesman remuneration and comparative costs of operation. He emphasized that, in addition to these, members of the industry will be called upon to explain how they have met the numerous problems in their operations successfully.

"We will try to give every person present a

chance to state his particular problem," Mr. Poetker emphasized, "and we will make every effort to secure a satisfactory answer for him. To further this end, we have arranged for the general convention sessions to re-convene for an additional hour after lunch, if needed, to offset the time limits of the morning sessions."

The Associates, Food and Container Institute, a voluntary, non-profit organization is composed of representatives of more than 250 industrial organizations who cooperate with the Quartermaster Food and Container Institute in the development of special military subsistence items. They will hold their annual meeting in Washington, May 7-8. The principal subjects to be discussed at the meeting will be the proper feeding of the armed forces all over the world. Experts from industry, the Armed Forces, colleges and universities will all take part in the discussions.

The Activities Committee of the Associates headed by Dr. W. R. Johnston, Vice President of Standard Brands, will report on technological developments and research which has been conducted with the Quartermaster Food and Container. Col. Rohland A. Isker, wartime commandant of the Institute, now secretary of the Associates, said that many of the outstanding men in the Army, Air Force and Navy will attend the meeting and outline important problems in connection with feeding the Armed Forces.

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Give your candies that
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WILBUR SUCHARD CHOCOLATE COMPANY, INC. • LITITZ, PA.

Supply Field News

• **Blumenthal Bros.**, Philadelphia, manufacturers of *B*B* chocolate products honored two employees on the completion of their forty years' service. Martin Krausz, plant superintendent, and Miss Jeannette Teague, secretary to Joseph Blumenthal, received gold watches during an informal dinner at the home of M. L. Blumenthal, Sr., chairman of the board. Present were all members of the present Blumenthal Bros. executive staff, with their wives and sisters of original brothers, and Abraham Blumenthal, one of the original partners in the firm, since retired. Tribute was paid to the long and faithful service of Mr. Krausz and Miss Teague, during whose careers the company has grown to one of the nation's large producers of chocolate and confectionery products.

• **"Magna Buvan" Flavor** is the new name for MM&R Butter-Vanilla combination, which was added to the Magnus, Mabee & Reynard, Inc. line two years ago under the name of But-O-Van. Although the name is new, the flavor-combination itself remains unchanged in every respect. It is the same water-soluble butter-vanilla that is now in wide use among manufacturers of all types of confectionery, and many other food products. Tables of the correct quantities to be used in the various classifications of products may be had on request from the company.

• **Givaudan Flavors, Inc.**, announces with deep regret the death of Vernon W. Franzen, 40 years of age. Well-known in the perfume and cosmetic industries in Illinois and neighboring states, Vernon Franzen was a salesman associated with the Chicago office of Givaudan. His untimely death occurred a few days before his twentieth anniversary of service with the company.

• **James S. Schmidt**, manager of Dodge & Olcott, Inc., Vanilla Bean Department, was elected president of the Vanilla Bean Association of America at their annual meeting.

• **David C. Ball**, organizer and chairman of Oakite Products Corp., died recently. In 1909 he founded the Oakley Chemical Co., and engaged in the development of industrial cleaners. Oakite Products Co. was formed in 1926. Mr. Ball became chairman of the board in 1949 and remained active in that capacity until his death.

• **Walter Baker Chocolate and Cocoa Division** of General Foods Corporation will hold its annual national confectionery sales meeting in Chicago on June 10, 11, 12. All Walter Baker representatives throughout the country are expected to attend the sessions. The company has appointed James and Francis Ryan, merchandise brokers of Denver, Colo-

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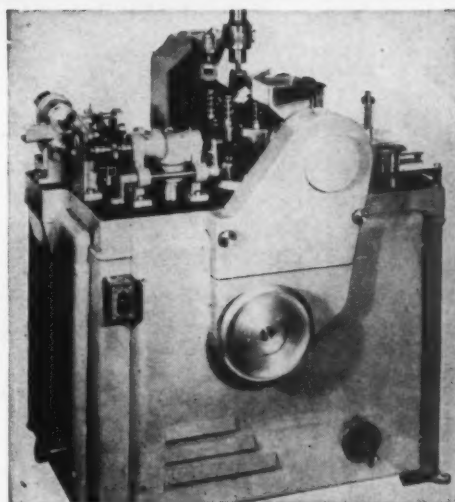
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rado as confectionery representatives. The Ryan Brothers will handle the sale and distribution of Walter Baker's chocolate bars and chocolate specialties.

• **Carl Whiteman**, who has been in charge of sales of the Corn Processing Division of Clinton Foods at Clinton, Iowa, has been transferred to New York and assigned the added responsibility of sales of the Juice Industries Division of Clinton Foods. Mr. Whiteman, who joined Clinton Foods in 1948 has been associated with General Foods in executive capacities.

• **John Gillroy** of the Nestle's Chocolate Company has been promoted to the position of an Assistant to Mr. G. E. Truax, Vice President of Peter Cailler Kohler Swiss Chocolates Company, Inc., manufacturing subsidiary of Nestle's Chocolate Company, Inc. Mr. Gillroy joined Nestle's Chocolate Company in 1934, and for a number of years has been in charge of manufacturing schedules and stock distribution of Chocolate Coatings.

• **Herbert Thiele**, who represented Walter Baker Chocolate Division in New York died recently. Mr. Thiele had been in the chocolate brokerage business for more than twenty-five years.

• **Lynch Corporation**, Anderson, Indiana, reveals net earnings in 1950 after provisions for Federal income and excess profits taxes of \$1,064,392—or \$2.36 per share. Two extra dividends in addition to the regular quarterly declarations brought total dividend payments up to \$1.50 per share during the past year. This compares to \$1.00 per share paid in 1949.

New business booked in 1950 was \$9,825,000 as compared to \$4,653,000 in 1949. Shipments set a new record in 1950 with \$8,519,270 as compared to \$6,233,019 in 1949. Lynch Corporation, with five wholly owned plants in Ohio and Indiana, makes glass forming machinery, packaging machines for butter, margarine, candy, cookies and paper, air compressors and refrigeration units.

• **Monsanto Chemical Company**, St. Louis, has announced that it will produce vanillin from lignin.

Lignin is a by-product contained in sulfite liquors from the wood pulp industry.

New production units will be installed at Seattle,

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- *At their best!*
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Masonite and Solid Wood Tongue and Grooved Glued Bottoms
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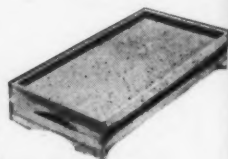
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Wash., and here, to carry out this new process which will replace and augment the present capacity for producing vanillin from basic chemical materials. An entirely new manufacturing unit will be built by the company's Western Division at Seattle, to produce semi-refined vanillin. This will be shipped to St. Louis to be refined to the U. S. P. product which will be sold by Monsanto's Organic Chemicals Division.

The finished product from the new process will not differ in any respect from that produced by the present method, the company said.

• **Dr. Ernest Guenther**, Vice President and Technical Director of Fritzsche Brothers, Inc., New York, has gone to Mexico and Central America where his knowledge and experience in the production of essential oils will be once more directed toward the improvement and development of Western Hemisphere sources of these vital materials.

Canadian Court Holds Nuts are Not "Fruit"

Peanuts and cashews are not fruit, the Exchequer Court of Canada ruled in a decision that will cost a candy manufacturer in Toronto more than \$265,000. The company claimed exemption from sales tax on the ground its products as "fruit", were exempt from the 8% sales tax. The Court ruled that the company must pay sales tax of \$265,196 on sales between May 1948 and September 1949, plus penalties of \$16,767 for nonpayment to the end of 1949 and whatever penalties may have accumulated after that.

Wholesalers in Wisconsin Urge Restraint of Employers' Sale of Candy

A bill to prohibit employers from buying candy and cigarettes wholesale and selling at cost to employees was urged by a representative of the Wisconsin Wholesale Food Distributors Association. It is contended that employees supply their friends at cost and thus wipe out the market for the small retailer. Milwaukee labor union representatives opposed such a bill. It is claimed that one Milwaukee plant bought 17,000 pounds of candy for resale at Christmas time for resale to its employees.

BURCO Products . . . "BEST by TEST"

NU-KREME—Grade A of all Nougat Creams.

DIPPING PIECES—Molasses Honeycomb Chips, Peanut Butter Chips, Toasted Coconut Chips, Chocolate Center Chips, Almond Butter Sticks, Mint Pillows and Peanut Butter Pillows.

BURCO NOUGAT CREME—The All Purpose Nougat Cream.

TOPPINGS—Marshmallow, Butterscotch, Caramel and Chocolate Fudge.

Formula Book "Recipes for Better Candies" sent with initial order

CONFECTIONERS PECTIN—For Cut Slab Jellies.

NU-MILK—Whole Milk in Plastic form for Caramels and Fudges.

FRESH COCOANUT PASTE—Ready to use for Chocolate or Bon Bon Centers.

PECTOLENE—A Pectinized Invert Sugar Product.

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American Cocoa Research Institute held their Annual Meeting April 5th in New York City. Mr. H. Russell Burbank, President of Rockwood & Co. and of the Association of Cocoa & Chocolate Manufacturers of the United States, was reelected Chairman of the Institute for the coming year. Mr. Clive C. Day, President of Peter Cailler Kohler Swiss Chocolates Company, Inc., and Nestle's Chocolate Co., Inc., was reelected Vice Chairman. The Board of Directors chosen to serve, in addition to Messrs. Burbank and Day, are Mr. James L. Clevenger, Jr., of the Hershey Chocolate Corporation; Mr. S. Y. Coyne, President of the New York Cocoa Exchange, Inc., and Mr. Timothy J. Mahoney, President of the Cocoa Merchants Association of America, Inc. Mr. Leonard J. Schwarz was continued in his post as Director of Research of the Institute, and Mr. Gordon Pickett Peyton, of Washington, D. C., was reappointed Secretary-Treasurer and General Counsel.

The membership of the Executive Committee of the Association for the coming year, in addition to Messrs. Burbank and Day, is made up of the following: Mr. Howard O. Frye, General Manager, Walter Baker Chocolate and Cocoa, Division General Foods Corp.; Mr. Lester W. Majer, Secretary and Assistant to the President, Hershey Chocolate Corp.; Mr. Bernhard S. Blumenthal, President, Blumenthal Bros.; Miss Gretchen B. Schoenleber, President, Ambrosia Chocolate Co.; and Mr. J. M. Barber, President, Klein Chocolate Company.

Mr. Burbank pointed out the change of emphasis of the work of the American Cocoa Research Institute from a training program to actual scientific research. The American Cocoa Research Institute works in close cooperation with the Inter-American Institute of Agricultural Sciences at Turrialba, Costa Rica. The Cacao Center at Turrialba has gained international recognition for its work toward the scientific advancement of cacao bean production.

Mr. Schwarz, only recently returned from a survey of cacao growing conditions in West Africa, made a comprehensive report on his findings. The highlight of this report was expressed optimism

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on the part of Mr. Schwarz concerning continuing heavy production from the areas he visited. Mr. L. Paul Oechsli, Assistant to Mr. Schwarz, reported to the Board his findings in connection with a survey he has just completed on cacao growing conditions in South and Central America. Mr. Oechsli's report was also optimistic from the standpoint of production.

Mr. George Bowman, of the Inter-American Institute of Agricultural Sciences at Turrialba, gave a review of training, experimental, and research work being conducted at the Cacao Center under the sponsorship of the American Cocoa Research Institute.

Conventions -- Meetings

- May 1-3—American Oil Chemists' Society, Hotel Roosevelt, New Orleans
- May 5—Gopher Country Club, St. Paul Hotel, St. Paul, Minn.
- May 13—Mother's Day
- May 13-17—Supermarket Institute, Stevens Hotel, Chicago
- May 20-23—Flavoring Extract Manufacturers' Assn. of the U.S., Hotel Statler, New York.
- May 28-June 8—Canadian International Trade Fair, Toronto, Canada
- May 28-June 8th—Canadian International Trade Show, Toronto.
- June 3-4—National Confectioners' Association convention, Stevens Hotel, Chicago.
- June 3-6—Associated Retail Confectioners of the U.S., Drake Hotel, Chicago.
- June 7-9—National Candy Wholesalers Association Convention, Palmer House, Chicago.
- June 10—Children's Day
- June 17—Father's Day
- June 17—Institute of Food Technologists Meeting, New York City.
- June 17-20—Institute of Food Technologists, Hotel New Yorker
- June 20-22—American Marketing Assn., Hotel Statler, Boston
- June 21-23—Pennsylvania Manufacturing Confectioners' Assn., Galen Hall Hotel, Wernersville, Pa.
- June 22-24—Boston Confectionery Salesmens Club, Wentworth By the Sea, Portsmouth, N. H.
- September 23-26—Philadelphia Candy Show, Philadelphia
- Oct. 8-10—American Oil Chemists Society, Edgewater Beach Hotel, Chicago.
- October 20—Sweetest Day.
- Nov. 12-15—National Automatic Merchandising Assn., Public Auditorium, Cleveland.

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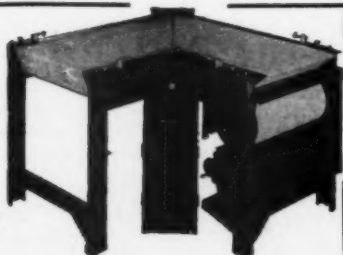
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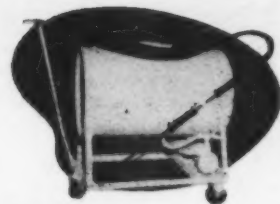
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Terr: Wis., Ia., Ill. (excluding Chi-
cago) Mich. (Upper Penn.)

HARRY KISSENGER
Candy—Novelties—Specialties
3846 McCormick Ave.
Phone Brookfield 9691
Chicago suburb
HOLLYWOOD, ILLINOIS
Terr: Ohio, Mich., & Ind.

W. C. TUGAW
Manufacturers Representative
140 North Dearborn
CHICAGO 2, ILLINOIS
Covering Metropolitan Chicago

H. K. BEALL & CO.
308 W. Washington St.
CHICAGO 6, ILLINOIS
Phones RANDolph 1618-1628
Territory: Illinois, Indiana,
Wisconsin
25 years in the Candy Business

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815 Eriesside Ave.
CLEVELAND 14, OHIO
Terr: Ohio, Member Nat'l. Conf.
Salesmen Ass'n.
Buckeye Candy Club

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2037 E. Main Street
KALAMAZOO, MICH.
Territory: Michigan

East So. Central States

R. HENRY TAYLOR
Candy Broker
Box 1456—Phone 4-2763
LEXINGTON, KENTUCKY
Territory: Kentucky and Tennessee

A. C. BURNETT COMPANY
Candy Brokers
4806 Rossville Blvd.
CHATTANOOGA, TENN.
A crack team of six Southern sales-
men. Ky., Tenn., Miss., Ala., Fla.,
Ga., S. C., N. C., Va., W. Va.
If it will sell in Dixie—we can sell it.

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Candy Specialties
P. O. Box 177—Phone 8-4097
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Terr: Kentucky, Tennessee, Ala-
bama, Mississippi, Louisiana

East So. Central States (cont'd)

J. L. FARRINGER CO.
FRANKLIN, TENNESSEE
Established 1924
Territory: Tenn., Ky., and W. Va.
3 Salesmen covering territory

HURD-MORELAND CO.
MORELAND, KENTUCKY
Sales Representation Candy bars,
Specialties
Terr: Kentucky, East Tennessee

West No. Central States

BUHRER BROKERAGE CO.
Candy Manufacturers' Sales Agents
819 W. Third St.
DAVENPORT, IOWA

ELMER J. EDWARDS
CANDY BROKERAGE
5352 31st Ave. So.
MINNEAPOLIS 17, MINN.
Phone: Pa. 7659
Terr: Minn., N. & S. Dak.—Special
attention given to Twin City trade

GRIFITHS SALES COMPANY
725 Clark Ave.—Phone GA. 4979
SAINT LOUIS 2, MISSOURI
We specialize in candy and
novelties.
Terr: Mo., Ill., and Kan.

O. W. TAYLOR BROKERAGE CO.
McGREGOR, IOWA
Cover confectionery & grocery
jobbers, chain-dept. stores, Food
Dist. Nebraska, Iowa, Minnesota
Wisconsin.

West So. Central States

W. S. STOKES
Broker & Agent
BATESVILLE, ARKANSAS
Candy - Novelties - Specialties
Terr: Arkansas—Accounts solicited

WM. E. MIRACLE COMPANY
301 No. Market St.
DALLAS TEXAS
Territory: Texas & Oklahoma

Mountain States**CAMERON SALES COMPANY**
3000 Monaco Parkway
Denver, Colo.
Dexter 0881

Candy & Allied lines. More than ten years coverage of Colo., Wyoming, Mont., Idaho & Utah

MAYCOCK BROKERAGE CO.

573 West 2nd South
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An eight man organization representing manufacturers for 76 confectionery, tobacco, drug and grocery jobbers in Utah-Idaho territory.

JERRY HIRSCH

Manufacturers' Representative
Candy and Specialty Items
4111 E. 4th St.

TUCSON, ARIZONA

Territory: Arizona, New Mexico & El Paso, Texas

Mountain States (cont'd)**G & Z BROKERAGE COMPANY**

New Mexico—Arizona El Paso
County Texas

**P. O. Box 227 ALBUQUERQUE
N. Mex.**

Personal service to 183 jobbers, super-markets and department stores. Backed by 26 years experience in the confectionery field. We call on every account personally every six weeks. Candy is our business.

KAISER MICHAEL

Broker

Manufacturers' Representative
"Worlds Finest Candies"
911 South Richmond Ave.

ALBUQUERQUE, NEW MEXICO
Terr: New Mexico, Arizona & El Paso, Texas area

FRANK X. SCHILLING

Confectionery and Novelty Items
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BUTTE, MONTANA

Complete coverage of Montana, Idaho, and northern Wyoming, including Casper

Pacific States**CARTER & CARTER**

Confectionery Mfr's Agents
Established with industry since 1901
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Terr: Wash., Ore., Utah, Idaho, Mont., Nev., Wyo.

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Territory: Wash., Ore., Ida., Mont.
Over 20 years in this area.

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LOS ANGELES 13, CALIF.
Terminal Sales Bldg.
Wash., N. Idaho
SEATTLE 1, WASH.
903 Park Road
Ariz., New Mex., W. Texas
EL PASO, TEXAS

Pacific States (cont'd)**I. LIBERMAN**

SEATTLE 22, WASHINGTON
Manufacturers' Representative
1705 Belmont Avenue
Terr: Wash., Ore., Mont., Ida., Utah, Wyo.

HARRY N. NELSON CO.

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Established 1906
Sell Wholesale Trade Only
Terr: Eleven Western States

GENE ALCORN & CO.

1340 E. 6th Street
LOS ANGELES 21, CALIFORNIA
383 Brannan Street
SAN FRANCISCO 7, CALIFORNIA
Territory: State of California

Non-toxic Vinyl Films for Food Packaging

Special vinyl film formulations which are made from ingredients approved as non-toxic for use in food packaging are being introduced by the Ross & Roberts Sales Company, Inc. of New York City. These non-toxic films are now commercially available in thicknesses of .0017 and .002 inches, and can be tailor-made to suit specific packaging requirements, as to gauges, widths, stiffness, et cetera.

The product is described as calendered unsupported vinyl film. It is not porous and will hold water, being relatively impervious to moisture vapor transmission. The film can be heat sealed, and possesses considerable elasticity. While the samples were of clear, natural color, the company states it can be made in white, if desired. Also, the surface of the film will take printing with vinyl inks very nicely.

According to the testing report from the laboratory on the 1.7 gauge natural film, non-toxic base F-100, this particular thickness produced the following results:

Appearance: clear, natural color, non-tacky, slight characteristic odor

Fadeometer: (40 FDA Hrs. at 105 degrees F)—no discoloration or embrittlement

Mercury Arc: (30 hrs. at 140 degrees F)—no discoloration or surface tackiness

Brittle Point: (Ross & Roberts inclined plane tester)—sample does not crack at minus 28 degrees F, but was not tested below this temperature

Loss of plasticizer: (Circulating air oven for one hour at 100 degrees C)—loss in weight, 2.30%

Tensile strength: (Scott Tester, 20" per min.)—4,100 psi, Ultimate elongation—65%.

Flammability: (U. S. Testing Company, California Flame Testing Equipment)—Sample does not ignite on ignition test and is self-extinguishing on Flame Travel Test

Tear strength: (Elmendorf Tester)—Parallel to calen-

dering direction, 47 gm/mil: perpendicular to calendering direction, 66gm/mil.

Electronic sealing: (Plastic Welding Corp., Model T Bar Sealer, 27.3 megacycles, 250 watts, 6" x 1/16" electrode)—Satisfactory sealing occurs at 220 milliamperes

Lacquer lift test: (In contact with Eastman Kodaloid C/N sheeting at 1/2 psi)—Room temperature, 28 days—moderate marring; 125 degrees F oven for 10 days—moderate marring

Resistance to washing: (Film immersed 24 hours in boiling 0.1% ivory soap solution)—Weight loss—11.2%, film not brittle.

Ross and Roberts company feels that the availability of the item should prove of special interest to the food packaging and protective materials field for both military and civilian applications. Experimental packaging is being done with oleomargarin and with fatty foods, such as meats. It might well be applicable for packaging in the candy industry as well.

• **Loft Candy Corporation** and its subsidiaries reported an operating profit of \$867,571 for 1950 compared to \$578,415 for 1949 or an increase of 50%. Net income was \$517,398 equal to 37c a share, compared to \$725,945 (which included \$319,105 profit from the sale of company-owned real estate) equal to 51c a share in 1949.

Total sales for the year were \$13,086,647 compared with \$12,174,429 for the year 1949, an increase of 12.4%. The company owns and operates 183 candy stores and sells to 17 controlled agencies and to many leading department stores east of the Mississippi River.

Business during the entire Easter period was 15% ahead of the same period last year. The Saturday before Easter they had the greatest sales volume in history.



The MANUFACTURING CONFECTIONER'S

Clearing House



HELP WANTED

CANDY PLANT DEPT. MANAGER

Wanted:

Los Angeles plant of national food concern has opening for a high caliber man to manage Cream and Gum Dept. He will be responsible for all operations, including production, sanitation, quality control, maintenance, training and supervision. Must have experience as foreman, assistant foreman or candy maker in Cream and Gum Dept. of large candy factory. Permanent position with appropriate salary. Reply in confidence, stating age, education, earnings and full details of experience.

**The MANUFACTURING
CONFECTIONER**
Box A-5111

WANTED: Experienced hand chocolate dipper to work in southwestern U. S. in clean home-made candy shop. Please give names of past employers and amount of experience. State wages expected. Housing available, if desired. All correspondence held confidential. Box A-517, **The MANUFACTURING CONFECTIONER**.

HELP WANTED—WHITE, MALE: Nationally known manufacturer of high grade chocolates, candies and confections, aggressively continuing to expand its business, needs an experienced man to fill position of superintendent in charge of candy manufacturing. We are a well known manufacturing firm located in the South. This position is permanent and offers the right man wonderful opportunities for the future. Apply in own hand writing giving age, experience, and other pertinent information. Box A-513, **The MANUFACTURING CONFECTIONER**.

Eastern Chocolate Coating Manufacturer has opening for experienced salesman—Chicago territory. Only those apply who have proven experience. Earning possibilities attractive. Write in confidence to Box A-519, **The MANUFACTURING CONFECTIONER**.

Use M.C. Classified Advertising to Sell or Buy Used Equipment.

CLASSIFIED

When addressing box numbers, please address as follows:

(Box Number)

The Manufacturing Confectioner
9 South Clinton St.
Chicago 6, Ill.

ADVERTISING

Classified insertion requests are sent to the same address. Rates are 35c per line of regular type; 70c per line for bold face or capital letters; \$6 per column inch for display. Minimum insertion is three lines. Rates are not subject to agency discounts.

MACHINERY WANTED

WANTED: up to 10,000 used wood starch trays size 14½ x 32" O.D., Box 5110 **The MANUFACTURING CONFECTIONER**.

WANTED: Two and three foot Cream beaters. Will pay cash. Must be reasonable. Vince Furchi, Kemper Rd., Sharonville, Ohio

MACHINERY FOR SALE

Four—50 gal. National Equipment copper jacketed marshmallow beater

One—200 lb. oval type Savage marshmallow beater

Two—50 gal. copper steam jacketed kettles

One—Iron fireman stoker H 3 complete—used only five weeks

One—Battle Creek wrapping Machine—present package size 6 x 4 x 2 adjustable

One—Peters type CD—601 for slitting, sheeting & stacking cellophane with electric eye and pre-determining counter.

Frantz Candies, Inc., Lancaster, Penn.
Phone 3-3963

FOR SALE: Model M Racine Die pop machine in good condition. Cheap. Box A-511, **The MANUFACTURING CONFECTIONER**.

FOR SALE: 2 new-type fan-tail wrap Package Machinery Model K Kias Wrappers. Reasonably priced. Box A-514, **The MANUFACTURING CONFECTIONER**.

MUST BE SOLD IMMEDIATELY: Complete Chewing Gum Plant. Dellenbarger Kneading, Rolling and Scoring Machine with Extruder. Wooden Trays. Dellenbarger Breaking Machine. Clough and Witt Mixers. Pkge. Machinery Co. AC-AC6 Wrapper. Pkge. Machy. Co. AC Wrappers and other miscellaneous equipment. No reasonable offer refused. Box A-515, **The MANUFACTURING CONFECTIONER**.

FOR SALE: Lynch Wrap-O-Matic Wrapper, Simplex Steam Vacuum Cooker, Savage Marshmallow Beater, Steel Mogul in good condition. Box A-516, **The MANUFACTURING CONFECTIONER**.

MACHINERY FOR SALE (Contd.)

FOR SALE: 1 Triangle automatic weighing and filling machine; 1 8x3 water cool steel jacket with stand; 1-16" Enrober; 1 water cool bottomer for enrober with refrigerating unit; 1 Racine machine with new set of rollers for fruit drops (direct drive motor attached); 1 Latini marking machine for enrober; 2 Under and over exact weight-weighing scales; 1 Legal size metal filing cabinet; 1 Racine sucker machine with rollers; 2 Fire mixers (motors attached); 1 Mills cutter with sizing roller for pillows, straws, etc. (direct drive motor attached); 1 Paper die cutting press (15x 20); 2 Tape sealing machines; 1-10 H.P. Motor; 1 Large 30" exhaust fan; 2 Weighing platform scales; 50,000 red bags—Cellophane (11¾x13¼) moisture proof & heat sealing double lined. Cavell Candy Co., 712 25th St., Detroit 16, Mich.

FOR SALE: 1. One DF Package Bar wrapping Machine (three change overs).
2. Two Walter's Chocolate Peanut Cluster Dipping Machines (ten sets of baskets).
3. Two 50 lbs. Peanut Roasting Machines.
4. One Refrigerated Cooling Tunnel (24 inch belt, 50 feet long). Box A-518, **The MANUFACTURING CONFECTIONER**.

FOR SALE: Simplex steam cooker and Simplex gas fire cooker complete and in good working order. Available immediately. Box A-512, **The MANUFACTURING CONFECTIONER**.

FOR SALE: One New Glen up-right beater—160 qts. Has never been out of the crate. Substantial saving over new prices. Melster Candies, Inc., Cambridge, Wisc.

24" Greer Enrober, 32" steel cooling tunnel 56 ft. long, 5 ton Larkin Cooling unit, melting kettle. All in good condition. Jack's Cookie Company, Box 4006, Charlotte, N. C.

FOR SALE: Three foot cream beater direct motor driven; Display size pulling machine and Laboratory Model Friend hand roll machine. Hobart & Century 3 speed mixers. Bargains. National Confectioners Machinery Co., 108 E. 2nd St., Cincinnati 2, Ohio. Telephone Parkway 1165

THE MANUFACTURING CONFECTIONER

FOR SALE: Due to death of two partners, established business, fully equipped, manufacturing a line of package, bulk, bars—selling to leading syndicates, jobbers, department stores, etc. Four automatic wrapping machines, latest Savage Hand Tempering Units, Mogul, Depositors, Enrobers. Many items too numerous to mention, must be sold, will sacrifice and arrange terms. Box A-5112, The MANUFACTURING CONFECTIONER

FOR SALE: ELEC-TRI-PAK Bag Filling Machine. Triangle Model G-2-C, complete with hopper, two-stations and conveyor. Suitable for filling by weight all free flowing products. For quick sale \$2000.00. Box 5114, The MANUFACTURING CONFECTIONER.

If You Act Quickly— We Have A Deal You Won't Turn Down!

A COMPLETE CHOCOLATE MOULDING SHELL UNIT FOR CREAM, CHERRIES, ETC. CONSISTING OF:

- 2—Boulevard Machines With 100 Foot Aluminum Cooling Tunnels
- 1—Solid Chocolate Depositor With 100 Foot Aluminum Cooling Tunnel
- 10,000—Assorted Moulds—Cherries, Alphabet, Animal—Also Some With Well-Known Trade Mark
- 5—Stainless Steel Tempering Tanks Air Conditioning Units And Ice Machines

THIS INSTALLATION WAS MADE THREE YEARS AGO AT A COST OF \$175,000. WE ARE OFFERING IT COMPLETE AT A FRACTION OF ITS COST.

Box A-5113, The MANUFACTURING CONFECTIONER

SALES LINES WANTED

WANTED: 1c and 2c candy items, also novelty items and prize packages. Pay cash. Bert Halpapp, P.O. Box 251, Glendale, Calif.

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WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS-ROLLS-SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons—All Colors & Widths Scotch Tape Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert I. Brown
"At Your Service"
74 E. 28th St., Chicago 18, Illinois

LIQUIDATING At Terrific Price Reductions

The Ultra Modern
Hard Candy and Mint Roll
Manufacturing and Packaging Equipment

Formerly used to produce
"TROLLS" and "HOLLYWOOD STARS"
of California
Pressed Mints and also Hard Candy Discs

This equipment is excellent for use in the production of medicated candy, cough drops and candy containing antibiotics

Partial List Of Equipment Available

R. A. JONES CONSTANT MOTION CARTONERS

(New 1945)—These automatic Cartonng units are equipped with counter and assembler for tablets or discs, candy coated chewing gum or any other product. May also be converted to handle oblong single pieces. Capacity—120 to 140 cartons per minute.

PACKAGE MACHINERY CO. CA-2 BOX WRAPPING MACHINES

(New 1946)—Equipped with electric eye registration, wax application unit, tear tape attachment, continuous chain feed and heat-sealing units. Machines are equipped to wrap with any indicated known wrapping material, including cellophane or decorated foil. Adjustable to size. Speed up to 140 per minute.

TOWNSEND ROLL WRAPPERS WITH AUTOMATIC FEEDERS

Originally acquired from Beech-Nut and were used to wrap their hard candy discs. Can be used on any hygroscopic or dry material. Have automatic hoppers that assemble individual pieces of hard candy. The automatic hopper assembles the tablets, wraps them with glassine and with wax paper. It then overwraps the entire package in foil, heat-seals the end and places a paper or foil label on the product. The production capacity is approximately 60 roll per minute.

MINT ROLL WRAPPING MACHINES, COMPLETE WITH MOTORS AND HOPPERS.

PACKAGE MACHINERY CO FA2Q CELLOPHANE AND WAX WRAPPER.

NATIONAL EQUIPMENT CONTINUOUS HARD CANDY VACUUM COOKER.

BAKER PERKINS PLASTIC HARD CANDY TABLET FORMING MACHINES.

With 3-Way Cooling Conveyor and Sories. The production capacity is up to 2,000 pieces per minute. Thickness is adjustable. Present die is cut to produce tablets 13/16" in diameter.

MIKRO 4TH, 2TH 1SH PULVERIZERS.

COLTON ROTARY TABLET PRESSES.

COLTON WET GRANULATOR.

STOKES DRUG MILLS.

DRY POWDER MIXERS.

SAMPLES OF PACKAGES AVAILABLE UPON REQUEST

Inspection at our New York Showrooms and at our Chicago Showrooms at 167 North May St.

THIS IS YOUR CHANCE OF A LIFETIME
TO SECURE THIS MOST DESIRABLE
EQUIPMENT AT REAL BARGAIN PRICES

Immediate Deliveries • Act Now

WRITE — WIRE — PHONE COLLECT FOR COMPLETE DETAILS AND PRICES OF THIS EQUIPMENT

Tell Us Your Packaging and Wrapping Needs And Send Us Samples Of Your Product. Our Engineers Will Gladly Assist You

Union Standard Equipment Co.

318-322 LAFAYETTE ST.

NEW YORK 12, N.Y.



Crest Laboratories

Harold Crooks, Director

Analysis of chocolate coatings and raw ingredients.

Microscopic analysis of all confectionery products for foreign matter.

Crest Laboratories
40-20 Twenty Second St.
Long Island City 1, N. Y.
Stillwell 4-4091

STANcase
STAINLESS STEEL EQUIPMENT

MODEL No. 18
Inside Dimensions:
Length - 43 1/2"
Width - 22 1/2"
Depth - 16"

Sanitary

STAINLESS STEEL TRUCKS FOR FONDANT CREAM &c.
Write for descriptive literature of this, and other models available for immediate delivery.

Manufactured by
The Standard Casing Co., Inc.
121 Spring St., New York 12, N. Y.

9,000

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FOR TASTE IMPROVEMENT...FAR-WESTERNERS, TOO *Favor the Flavor*

with

PFIZER ACIDULANTS

From Sunset Boulevard to the Boston Post Road, Pfizer Quality Acidulants are country-wide favorites for improving the taste of fruit-flavored candy. "Treated" this way, even the best flavors get a taste-tingling lift. What's more, free-flowing, non-caking Pfizer Acidulants dissolve fast... cut costs... give you even acidulation every time.



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Taste a sun-plump strawberry. It tastes like Norda Strawberry Flavor.

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3

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